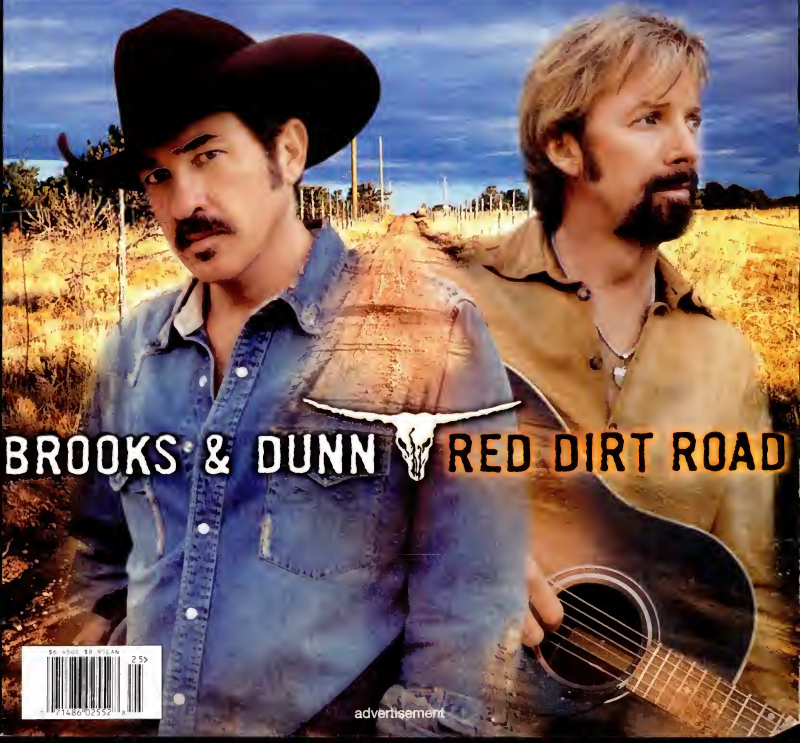


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NEWSPAPER

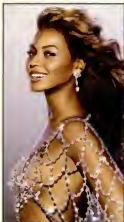
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HOT SPOTS



7 Rock-Solid Metallica

With a mid-week release, the rock icon's *St. Anger* splits out the competition and tops The Billboard 200.



19 Beyoncé's Business

Beyoncé Knowles' solo bow—released ahead of schedule—is expected to be a summer blockbuster for the music biz.



43 Down On On

With the Eagles' new single debuting exclusively at Best Buy, smaller merchants are accusing Don Henley of selling out.

Taking A Bite Of Apple

Competitors Rushing Digital Services To Market

BY BRIAN GARRITY
and CHRIS MORRIS

A month after Apple opened the doors to its digital music store, at least seven media and technology powerhouses have taken the starting blocks in the race to capture the PC market.

Meanwhile, Apple is looking to widen its offerings through deals with independent labels.

Microsoft, AOL, MTV, amazon.com, Yahoo, Roxio, and MusicMatch are among the companies exploring

pay-per-download services, according to sources.

Each company has long expressed a desire to tap into the 99-cent digital singles business.

But with Apple planning to bow a PC version of iTunes—perhaps by the end of the year—rivals of the computer maker are upping the speed of development for their à la carte services, sources familiar with the companies say.

They are attempting to keep pace with Apple, which is now courting support for iTunes from

(Continued on page 68)



Bowie's Back

After A Long Hiatus,
Rocker Ready To Tour

BY RAY WADDELL

David Bowie is poised to deliver a worldwide dose of Reality.

In his most extensive trek in more than a decade, Bowie's *A Reality* world tour will begin Oct. 7 at the Forum in Copenhagen and hit Europe, the U.S., Australia, and Japan before wrapping in March 2004, *Billboard* has learned.

An announcement is expected to herald the tour June 16.

Bowie will play North America in December and January, *Clear Channel*.

(Continued on page 69)



MCA Braces For Merger With Geffen

Layoffs Rock Staff,
With More Possible

BY MELINDA NEWMAN

LOS ANGELES—As former MCA artist Tom Petty sang, "The waiting is the hardest part."

For up to 75 MCA staffers who were laid off June 9, the waiting is over. But with more firings and roster cuts possible, Petty's words should be echoing in the heads of MCA employees and artists as they await official word on the label's merger with Geffen Records.

Current Geffen president Jordan Schur is expected to run the combined entity. He replaces MCA president Jay Boberg, who left the label in mid-January.

"I don't have a clue what's going on," admits Gary Kurfirst, manager of MCA rock act Live. "I haven't heard from Jordan."

"It's too early to tell the impact of all these changes," says Paul Nugent, manager of developing band SouthFM, whose MCA debut came out May 20. "We haven't talked to anyone at the new company yet, but we hope that ultimately we get to benefit from their decisions."

The official announcement of the
(Continued on page 68)



ASCAP 2003 WINNERS

SONGWRITER OF THE YEAR

Timbaland - Winning Song Titles:

"I Care 4 U"

"More Than A Woman"

"Oops (Oh My)"

"Work It"



AWARD WINNING R&B/HIP-HOP SONGS:

"A Woman's Worth" by Alicia Keys
Writers: Alicia Keys, Erika Rose
Publishers: EMI Music Publishing,
Lelowl Productions, Inc.,
Phoenix Rose Music Publishing

"Always On Time"
by Ja Rule featuring Ashanti
Writer: Sean

"Anything" by Jaheim featuring Next
Writers: R. L. Niggar, Kay Gee,
Falonie Moore
Publishers: Divine III Music, EMI
Music Publishing, Famous Music Corp.,
Lonte Music, Uh Oh Entertainment,
Warner/Chappell Music, Inc.

"Baby" by Ashanti
Writers: Ashanti, Chink Santana,
Scarface
Publishers: Famous Music Corp., N The
Water Publishing, Inc., Pookletots
Publishing, Soldierz Touch, Universal
Music Publishing Group

"Interludes" by Michael Jackson
Writer: Andre Harris
Publishers: Dirty Dre Music, Jat Cat Music
Publishing, Inc., Universal Music
Publishing Group

"Dilemma" by Nelly featuring
Kelly Rowland
Writers: Antoine Macon, Nelly
Publishers: BMG Songs, Inc., EMI Music
Publishing, Shuck Suga Entertainment

"Don't You Forget It" by Glenn Lewis
Writers: Glenn Lewis (SOCAN), Andre Harris
Publishers: Dirty Dre Music, Jat Cat Music
Publishing, Inc., Universal Music
Publishing Group, Warner/Chappell Music
Canada, Ltd. (SOCAN)

"Gimme The Light" by Sean Paul
Writers: Sean Paul, Troy "Troymon" Rami
Publishers: Black Shadow Records, Inc.,
Dutty Rock Music, EMI Music Publishing

"Hollaback" by Musiq
Writers: Ivan Barlas, Carvin Hagglins, Musiq
Publishers: Nivrac Tyke Music,
Soul Child Music, Tetragrammaton Music,
Touched by Jazz Music,
Universal Music Publishing Group

"Hot In Herre" by Nelly
Writer: Nelly
Publisher: BMG Songs, Inc.

"I Care 4 U" by Aaliyah
Writers: Missy "Misdemeanor" Elliott,
Timbaland
Publishers: Mass Confusion Productions,
Virginia Beach Music,
Warner/Chappell Music, Inc.

"I Love You" by Faith Evans
Writers: Anthony Best, Machelle Jamison
Publishers: BMG Songs, Inc.,
EMI Music Publishing, Gloria's Boys Music,
Justin Combs Publishing, Still Diggin Music

"I Need A Girl (Part One)"
by P. Diddy featuring Usher & Loon
Writers: Jack Knight, Loon, Lo Down
Publishers: Dakota House, Donceno Music
Publishing, EMI Music Publishing,
Hot Heat Music, Justin Combs Publishing

"I Need A Girl (Part Two)" by P. Diddy &
Ginuwine featuring Loon, Mano Winans
& Tammy Ruggieri
Writers: P. Diddy, Loon, Lo Down, Frank Romano
Publishers: Donceno Music Publishing, EMI
Music Publishing, Hot Heat Music, Jesse Jay
Music, Justin Combs Publishing

"Just A Friend 2002" by Mano
Writers: Blz Markie, Warrin Campbell,
John "Jube" Smith
Publishers: Cold Chillin' Music, Dango
Music, EMI Music Publishing, Nyrwar
Music, Warner/Chappell Music, Inc.

"Lights, Camera, Action!"
by Mr. Cheeks
Writer: Mr. Cheeks
Publishers: Mr. Cheeks Publishing,
Universal Music Publishing Group

"Luv U Better" by LL Cool J
Writers: Chad Hugo, LL Cool J
Publishers: Chase Chad Music,
EMI Music Publishing, LL Cool J Music,
Sony/ATV Tunes, LLC

"More Than A Woman" by Aaliyah
Writers: Stephen "Static" Garrett,
Timbaland
Publishers: Black Fountain Music,
EMI Music Publishing, Herblicious Music,
Virginia Beach Music, Warner/Chappell
Music, Inc.

"Oh Boy" by Camron featuring
Juelz Santana
Writers: Just Blaze, Juelz Santana
Publishers: F.O.B. Music Publishing

"Oops (Oh My)" by Tweet
Writers: Missy "Misdemeanor" Elliott,
Timbaland, Tweet
Publishers: Fo Showna Productions, Mass
Confusion Productions,
Virginia Beach Music,
Warner/Chappell Music, Inc.

"Pass The Courvoisier Part II" by
Busta Rhymes featuring P. Diddy & Pharrell
Writers: Chad Hugo, Ali Shaheed
Muhammad, Mystikal, Q-Tip,
Malik "Phife" Taylor
Publishers: Chase Chad Music,
EMI Music Publishing,
Jazz Merchant Music,
The Brads Publishing,
Zomba Enterprises, Inc.



TOP R&B/HIP-HOP SONG:

* "Foolish" by Ashanti

Writers: Ashanti, Bunny DeBarge,
Mark DeBarge, Seven

Publishers: EMI/Jobete Music Publishing,
Pookietoots Publishing,
Universal Music Publishing Group

TOP RAP SONG:

* "Hot In Herre" by Nelly
Writer: Nelly

Publisher: BMG Songs, Inc.



PUBLISHER OF THE YEAR

EMI Music Publishing -

Winning Song Titles:

"A Woman's Worth"
"Anything"
"Dilemma"
"Gimme The Light"
"I Love You"
"I Need A Girl (Part One)"
"I Need A Girl (Part Two)"
"Just A Friend 2002"
"Luv U Better"
"More Than A Woman"
"Pass The Courvoisier Part II"
"Rock The Boat"
"U Don't Have To Call"
"U Got It Bad"
EMI /
Jobete Music Publishing
"Foolish"
"Welcome To Atlanta"

THE ASCAP BROADCASTER LEGEND AWARD

Hal Jackson



"Rock The Boat" by Aaliyah
Writers: Stephen "Stic" Garrett,
Eric Seaton, Rapture Stewart
Publishers: Black Fountain Music,
E Beats Music, EMI Music Publishing,
Herbolicious Music, Rap Tracks
Publishing, Warner/Chappell Music, Inc.

* "U Don't Have To Call" by Usher
Writer: Chad Hugo
Publishers: Chase Chad Music,
EMI Music Publishing

* "U Got It Bad" by Usher
Writers: Jermaine Dupri, Usher
Publishers: EMI Music Publishing,
So So Def Music, UR-IV

* "What's Luv?" (From Juwana Mann)
by Fat Joe featuring Ashanti
Writers: Big Pun, Chink Santana,
Fat Joe, Terry Britten (PRS)
Publishers: Famous Music Corp.,
Jelly's Jams, LLC., Joseph Cartagena
Music, Let Me Show You Music, Soldierz
Touch,
Warner/Chappell Music, Inc.

TOP REGGAE ARTIST:
Beenie Man

OTHER REGGAE HONOREES:
Shaggy
Bob Marley
UB40
Sean Paul

AWARD WINNING RAP SONGS:

* "Always On Time"
by Ja Rule featuring Ashanti
Writer: Seven

* "Dilemma"
by Nelly featuring Kelly Rowland
Writers: Antoine Macon, Nelly
Publishers: BMG Songs, Inc.,
EMI Music Publishing, Shack Suga
Entertainment

* "Down 4 U" by Inv Gotti Presents
The Inc. featuring Ashanti, Ja Rule,
Charli Baltimore & Vita
Writers: Ashanti, Chink Santana, Seven
Publishers: Famous Music Corp.,
Pookietoots Publishing, Soldierz Touch,
Universal Music Publishing Group

* "I Need A Girl (Part One)"
by P Diddy featuring Usher & Loon
Writers: Jack Knight, Loon, Lo Down
Publishers: Dakota House, Donceno
Music Publishing,
EMI Music Publishing, Hot Heat Music,
Justin Combs Publishing

* "I Need A Girl (Part Two)" by P Diddy
& Ginuwine featuring Loon, etc.
Writers: P. Diddy, Loon, Lo Down,
Frank Romano
Publishers: Donceno Music Publishing,
EMI Music Publishing, Hot Heat Music,
Jesse Jay Music,
Justin Combs Publishing

* "Lights, Camera, Action!"
by Mr. Cheeks
Writer: Mr. Cheeks
Publishers: Mr. Cheeks Publishing,
Universal Music Publishing Group

* "Oh Boy" by Cam'ron featuring
Juelz Santana
Writers: Juelz Santana
Publisher: F.O.B. Music Publishing

* "Pass The Courvoisier Part II"
by Busta Rhymes featuring P Diddy
& Jay-Z
Writers: Chad Hugo, Ali Shaheed
Muhammad, Mystikal, Q-Tip,
Malik "Phife" Taylor
Publishers: Chase Chad Music,
EMI Music Publishing,
Jazz Merchant Music,
The Braids Publishing,
Zomba Enterprises, Inc.

* "We Thuggin'" by Fat Joe featuring R Kelly
Writer: Fat Joe
Publishers: Jelly's Jams, LLC.,
Joseph Cartagena Music

"Welcome To Atlanta"
by Jermaine Dupri & Ludacris
Writers: Jermaine Dupri, Jallil Hutchins,
Ludacris, Christine Perren,
Freddie Perren, Lawrence Smith
Publishers: EMI Music Publishing,
EMI/Jobete Music Publishing,
Funk Groove Music Publishing,
Ludacris Music Publishing, Inc.,
Shanish Cymone Music,
Zomba Enterprises, Inc.

* "What's Luv?" (From Juwana Mann)
by Fat Joe featuring Ashanti
Writers: Big Pun, Chink Santana,
Fat Joe, Terry Britten (PRS)
Publishers: Famous Music Corp.,
Jelly's Jams, LLC.,
Joseph Cartagena Music,
Let Me Show You Music,
Soldierz Touch,
Warner/Chappell Music, Inc.

* "Work It"
by Missy "Misdemeanor" Elliott
Writers: Missy "Misdemeanor" Elliott,
Darryl "DMC" McDaniels,
Joseph "Run" Simmons, Timbaland
Publishers: Mass Confusion
Productions, Virginia Beach Music,
Warner/Chappell Music, Inc.

TOP SOUNDTRACK SONG OF THE YEAR

* "What's Luv?" (From Juwana Mann)
by Fat Joe featuring Ashanti
Writers: Big Pun, Chink Santana,
Fat Joe, Terry Britten (PRS)
Publishers: Famous Music Corp., Jelly's
Jams, LLC.,
Joseph Cartagena Music,
Let Me Show You Music,
Soldierz Touch,
Warner/Chappell Music, Inc.

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& CHAIRMAN



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Top Singles

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JOSH GROBAN	Josh Groban
DAVID SANBORN	Home Again
NORAH JONES	Come Away With Me
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QUOTE OF THE WEEK

When iTunes drops on Windows, it's all over.

BRIAN MCMILLAN, LAKESHORE RECORDS

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Upfront

TOP OF THE NEWS



'Anger' Management

Metallica Launches Pre-Emptive Strike Against Piracy Of New Set

BY ED CHRISTMAN

NEW YORK—Releasing an album in these days of rampant piracy is taking on all the characteristics of a military campaign.

Just ask Metallica's management team. While the band was cranking out its new *St. Anger*, the team was mapping out contingency plans and "rapid deployment" strategies in strictest secrecy.

When a threat surfaced that inferior pirated copies of the album might make it to the Internet and cannibalize sales, they launched a pre-emptive strike.

"In releasing this album, we tried to think of every contingency so that if we had to roll it out early, we would be able to do a pretty good job," says Cliff Burnstein, co-president in the band's management company, Q-Prime, who

(Continued on page 56)

Cuban Defectors Face Hurdles To U.S. Success

BY LEILA COBO

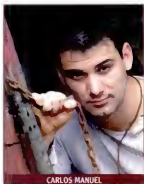
MIAMI—When Cuban salsa star Carlos Manuel Prunedá—who goes by Carlos Manuel—made up his mind to defect from Cuba, he phoned his colleague and countryman Manolin in Miami.

And he said, "Hey bro, I'm following in your footsteps," Manolin recalls. Here in the U.S., both artists are seeking to further their careers. But it's a tough path, even with the precedent of major success in Cuba.

Manolin defected from Cuba 18 months ago. Until his departure, he was arguably the island's biggest young salsa star.

With Manolin gone, Carlos Manuel y su Clan took over, with their dynamic mix of timba, hip-hop and salsa, accented by choreographed moves from say-sing dancers.

Thirty-year-old Carlos Manuel played a concert June 5 at Mexico City's Hard Rock Café and during the following weekend, crossed the border into the U.S. He was released by immigration agents June 11.



CARLOS MANUEL

While Manolin left for what he calls "personal and political reasons," Carlos Manuel says he left primarily for professional reasons, looking for the kind of worldwide success that's hard to find in the confines of Cuba.

"This is happening, first and foremost, for my career," Carlos Manuel says, speaking from a cell phone on

(Continued on page 20)

A LOOK AHEAD

Vandross Set For Best Sales Week

BY GEOFF MAYFIELD

LOS ANGELES—Luther Vandross' album *Dance With My Father* appears destined for a first week at or above 300,000 units.

A start that large would more than double the singer's best Nielsen SoundScan week, achieved when his *I debut* opened with 135,000 copies in June 2001. A tally that large would also give the R&B crooner a shot at the No. 1 slot on *The Billboard 200*, depending on what sort of side *Metallica's St. Anger* has in its second week.

The *Metallica* album tops the current chart at 418,000 copies during a four-day selling window (see story, this page, and *Over the Counter*, page 57). Advertising scheduled for *Metallica's* original June 10 arrival could soften

the band's second-week slide.

Radiohead's *Hail to the Thief* is also due for a loud start: Retailers' first-day numbers promise a launch in the range of 200,000-250,000.

Vandross, felled by a stroke April 16, has been unable to promote the album's release. But his mother, Mary Vandross, has filled in on the media circuit.

Two singles from *American Idol* loom large, as second-season runner-up Clay Aiken (RCA) and winner Ruben Studdard (J) can each surpass 200,000, with the former having a shot at a 300,000-plus week (see *Singles Minded*, page 57). Aiken's might be the first single to surpass 300,000 copies since Brandy & Monica's "The Boy Is Mine" started with 329,000 in 1998.

BY GORDON MASSON

LONDON—Reacting to the financial difficulties facing the music industry, Reed MIDEM is drastically cutting its prices for the MIDEM 2004 music trade show.

Scheduled for Jan. 25-29 in Cannes, France, MIDEM 2004 is slashing its attendance fees by 41% to 500 euros (\$585) for anyone who registers before Oct. 31, 2003.

Additionally, MidemNet (Jan. 24) attendees are being offered a 33% reduced rate of 210 euros (\$246) if they register before the same date, while prices for exhibitor stands and advertising have been frozen at 2003 rates.

"Everybody wants to be at MIDEM and recognizes the importance of being there," Reed MIDEM CEO Paul Zilk

MIDEM Drops 2004 Rates Organizer Adapts To State Of The Industry

says. "But life is tough, so we have to make sure that people can afford it."

The promotion is part of Reed MIDEM's drive to at least maintain the number of delegates and exhibitors at its trade shows. The company's annual exhibitions in Cannes cover a

number of different industries, including TV, interactive content, education, and real estate.

Zilk says the music part of the program "is definitely the hardest-hit of all the sectors in our portfolio."

He cites two reasons for the dramatic price cut. "Firstly, the MIDEM team has spent a lot of time talking to our clients over the last few months. People are feeling pain, so clearly we have a responsibility to make sure that MIDEM fits the means of our clients in a difficult year."

"Secondly, the market is expensive for small companies and individuals, and we want to make it possible for more of them to join in," Zilk continues.

Beyond the rate reduction, Zilk is also tackling associated cost and service issues surrounding MIDEM.



ZILK

UMI Nearly Doubles Latin Share

BY LEILA COBO

MIAMI—The leading U.S. distribution company has never been more than an also-ran for Latin music, placing dead last in S. market share as recently as three years ago.

Not anymore. Universal Music & Video Distribution's (UMVD) share of the Latin marketplace has nearly doubled in a year, from 18.8% in first-quarter 2002 to 32.5% in first-quarter 2003, according to Nielsen SoundScan.

That vaults it to No. 1 from No. 3, leaving behind longtime market leader Sony Music. And last month, for the week ending May 11, UMVD achieved a 40.38% market share, the largest ever in Latin on a weekly basis, according to Nielsen SoundScan.

UMVD's quantum leap is largely the result of the distribution deal inked with the Univision Music Group (UMG) and its Fonovisa and Disa labels.

But the numbers also reflect a fundamental change in the way Latin music is sold in the U.S.: It is shifting from Latin mom-and-pop



LÓPEZ

to mass merchants. And they indicate a heightened awareness of the importance of allocating resources specifically to the Latin marketplace.

"[Many] accounts are targeting Latin product as a growth area," says Harry Fox, Warner Music Latina VP of sales. "They know, they follow the

trends, they follow the population growth, and they realize that there's an opportunity there to capture that Latin consumer."

FIERCE COMPETITION

But because Latin is a niche market, the competition to get product into major accounts is ferocious.

"It's like any niche label," says Gregg Vickers, VP of sales for EMI Latin USA, which is distributed by EMI Music Marketing (EMM).

"We have to struggle against the Britney Spears of the world. You have to have a story to sell, not only to the distribution people but to the accounts. As a Latin label, we have to take the responsibility of exciting the customer and EMM."

EMM also saw its distribution market share rise to 11.3% for first-quarter 2003, from 9.2% for the same quarter last year.

But if the competition to get into stores is stiff for the majors, who have clout, it's even tougher for indies. As a result, many smaller labels who used to sell well on their own have recently signed major dis-

tribution deals to increase their sales and visibility in the U.S. and Puerto Rican marketplace.

In the past six months, for example, EMI has signed deals with several indies—including Mar Mex, Aries, Puerto Rico's Cogo Music, and Vene Music—and expects to see market-share gains by the end of this quarter.

And UMVD's explosion, of course, can be directly traced to its UMG/Fonovisa/Disa deals, as well as to distribution agreements with smaller indies like Puerto Rico's VI Music, which specializes in Latin rap and reggaeton.

"Latin was a tremendous growth opportunity for us," says Gustavo López, UMVD VP of Latin sales and

marketing. Equally important, UMVD has been able to accommodate its new product thanks to an expanded Latin department. That enables it to operate independently from the labels it represents.

MAKING LATIN A PRIORITY

Some seven years ago, the company assigned Latin product to Latin music "specialists" within its domestic distribution system, as opposed to simply piling Latin product on top of everything else a general sales rep had to pitch.

Designating Latin reps within the distribution system, López says, "plays a factor in this ongoing effort to grow the [Latin] business at the

(Continued on page 70)

UMI Rethinks Online Plans

Reorganized ELabs, Apple To Team In Europe

BY GORDON MASSON

LONDON—The time for talking about online music is over.

Universal Music International (UMI) believes that now is the time to start delivering promised online revenue streams in Europe through a reorganized ELabs and to work with Apple on a European iTunes Music Store.

The company is merging Universal Mobile and the Universal Music ELabs efforts outside of North America to form a new division, New Technologies & Media.

The division is headed by Boyd Muir, UMI's London-based executive VP/CEO. He reports to Jørgen Larsen, UMI chairman/CEO.

ELabs was established to develop new business opportunities and digital delivery systems for recorded music. But, Muir says, "ELabs will now be about implementation rather than strategizing."

Muir says his priorities are to help establish a viable, legitimate online music service in Europe—"Apple being the favorite at the moment"—and to continue developing anti-piracy measures.

"Universal Mobile is not only generating revenues but is generating cash and profits, primarily through ring tones and messaging," Muir says. Universal Mobile produces and distributes such music services as voicemail, short message services, video streaming, and downloads for mobile phones.

UMI is working with Apple on plans to roll out the Apple iTunes Music Store service in Europe.

Apple is keen to do this as soon as possible. But

with some of the issues that need to be addressed, it probably won't happen before the start of 2004.

"We're still trying to help [Apple] understand rights issues," Muir says. "For example, Universal can have the rights for an artist in the U.S. but not have the rights for [that artist] in Germany."

But such issues as the lack of a music publishing agreement in Europe should not prevent legitimate online music services from launching. "Money can be reserved pending an eventual settlement of the terms between the publishers and the record companies," Muir says.

When it comes to piracy, he notes: "The key words are 'educate' and 'litigate.' We will educate to begin with, but if we struggle to get any traction, we'll have to look at some of the major offenders and see what we can do through litigation." "For instance," Muir continues, "we've been asking companies that advertise on Kazaa if they realized what kind of material their name was appearing beside. We've had a very favorable response, because a lot of companies just let an agency handle their advertising, so they don't realize what is going on."

The New Technologies & Media restructure means that Cédric Ponsot, president/CEO of Universal Mobile, now reports to Muir. Barney Wragg, Universal Music ELabs VP, takes on a broader role for ELabs' international operations, assuming the responsibilities of Ian Moss, VP of e-commerce, who is leaving UMI to become a partner at Terra Firma Management. Wragg reports to Muir and to Larry Kenswil, ELabs president for Universal Music Group in the U.S.



MUIR

Market Watch

A Weekly National Music Sales Report

YEAR-TO-DATE OVERALL UNIT SALES

	2002	2003	
Total	281,065,000	256,134,000	(-8.9%)
Albums	274,912,000	252,042,000	(-8.3%)
Singles	6,154,000	4,092,000	(-33.5%)

YEAR-TO-DATE SALES BY ALBUM FORMAT

	2002	2003	
CD	259,452,000	242,932,000	(-6.4%)
Cassette	14,788,000	8,326,000	(-43.7%)
Other	672,000	793,000	(+18.0%)

OVERALL UNIT SALES

This Week	10,677,000	This Week 2002	11,742,000
Last Week	10,581,000	Change	+9.1%
Change	+0.9%		

ALBUM SALES

This Week	10,486,000	This Week 2002	11,560,000
Last Week	10,392,000	Change	+9.3%
Change	+0.9%		

SINGLES SALES

This Week	191,000	This Week 2002	182,000
Last Week	189,000	Change	+4.9%
Change	+1.1%		

YEAR-TO-DATE ALBUM SALES BY STORE TYPE

	2002	2003	
Chain	141,609,000	128,942,000	(-8.9%)
Independent	36,386,000	28,814,000	(-20.8%)
Mass Merchant	87,487,000	84,501,000	(-3.4%)
Nontraditional	9,430,000	9,786,000	(+3.8%)

YEAR-TO-DATE ALBUM SALES BY STORE LOCALE

	2002	2003	
City	64,042,000	57,142,000	(-10.8%)
Suburb	113,357,000	106,572,000	(-6.0%)
Rural	97,513,000	88,228,000	(-9.6%)

ROUNDED FIGURES

FOR WEEK ENDING 5/4

Compiled from a national sample of retail stores and each sales report collected, compiled, and provided by Nielsen SoundScan.

**THE
RCA MUSIC GROUP
IS ABOUT
TO EXPLODE!**



DAVE MATTHEWS BAND

Unquestionably the #1 band in the U.S., Dave Matthews Band has sold more than 26 million albums and DVDs and has performed in front of more than 9 million fans throughout their storied career. DMB will prove it again as they embark on yet another sold out tour this summer.

Debut Solo Album In Stores September, 2003.

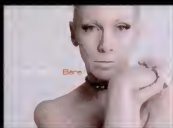


LUTHER VANDROSS

One voice towers above the rest.

Luther Vandross' *Dance With My Father* is an unforgettable new chapter from the world's greatest male R&B vocalist. This amazing album includes the powerful cuts "Think About You," "Lovely Day" and "Dance With My Father," with guest appearances by Busta Rhymes, Beyoncé Knowles, Queen Latifah and Foxy Brown.

In Stores Now!



ANN LENNOX

The original DIVA returns with a career defining album.

"Will next year's Grammy be the Annie Lennox about based on the intoxicating new music Lennox will be tough to deny." - Hollywood Reporter
"Bare is an emotional ride to shake your nerves and rattle your brain" - Los Angeles Times
"Lennox Triumphs" - The New York Daily News

In Stores Now!



MONICA

She's back! The multi-Platinum, Grammy-Award winning artist returns with her electrifying 3 Records debut album *All the Stars*. Includes the #1 single "So Gone" produced by Missy Elliott and "Don't Gotta Go Home" (featuring DMX), "Knock Knock," "U Should've Known Better" and "Go To Bed Mad" (duet with Tyrese). The album includes the hidden bonus cut Missy Elliott's "So Gone" Remix (featuring Busta Rhymes), and a limited edition bonus CD with exclusive, unreleased tracks plus the hot new video for "So Gone".
In Stores June 17.



JUSTIN GUARINI

JUSTIN GUARINI

Millions voted for Justin - now his debut album is here. The album features the future hits "Sorry", "Unchained Melody", "I Saw Your Face" and "Get Here". A major media blitz is underway heralding the album's release. His debut single and video hit the airwaves this month.

In Stores Now!



RUBEN STUDDARD
FLYING WITHOUT WINGS
AND SUPERSTAR

RUBEN STUDDARD

He's THE American Idol of 2003. His first single is *Flying Without Wings/Superstar*. Ruben will be headlining the national American Idol tour this Summer. The single and video are out now and retail sales are already exploding to at least top 2 in the first week!

Debut Album In Stores August, 2003.



CLAY AIKEN
BRIDGE OVER
TROUBLED WATER
AND THIS IS THE NIGHT

CLAY AIKEN

A runner up by the narrowest of margins, Clay's millions of fans demanded an album from him! His debut will be coming August 2003. His debut single "This Is The Night"/"Bridge Over Troubled Water" is in stores now. Look for Clay on the national American Idol tour on the road this Summer! All by himself on the cover of *Rolling Stone* next week! Retail sales of his single the first week are the largest sales of the year for any single so far released.

Debut Album In Stores August, 2003.



SILVERTIDE

"All the sweat and struggle you might find in the garage - only with AGC size riffs and shoot-to-thrill solos." - Guitar One

Finally, a rock and roll band has come along to invigorate the scene and shift what fans want and expect. Their name is SILVERTIDE. Their *American Excess* EP is growing an underground rock press buzz and is trending word of mouth is spreading from the streets of Philadelphia.

EP In Stores Now!



GAVIN DEGRAW

GAVIN DEGRAW

"With the intensity of a bluesy-crooner, DeGraw's original songs evoke Van Morrison or early Billy Joel." - Time Out New York

"His honest voice has a raspy baritone edge that makes you take every word he sings as truth."

- Village Voice

Gavin DeGraw, the artist Time Out New York called an "Electrifying live performer destined for stardom," is a truly stirring artist and musician.

Debut Album, Chariot, In Stores July 22.



KINGS OF LEON

"The Next Nine--10 To Watch. New artists who will make your world a better place in 2003." - Rolling Stone

"The NME Hot List 2003, something extraordinary." - NME

Combine bluesy rock & roll, Southern boogie and Sixties-style garage and you get Kings of Leon. From Tennessee, these three young brothers and their cousin are carving out a remarkable buzz around the world. The band's first full-length album, *You and Young Manhood*, arrives in July.



LONGWAVE

"The Strongest Things bends, rocks and spins melodies in ways lesser bands could merely hope to achieve" - Alternative Press

100 Bands You Need To Know

New York rockers fresh off the road with The Raveonettes on the CMJ/MTV 2 Advanced Warning Tour continue on the road all summer.



HOTWIRE

"The Southern California quartet can lure fans of the Vines as easily as fans of Deftones and Godhead." - Nerd Edge

On Hotwire's full-length major-label debut *The Routine*, these life-changing influences from these long-time friends coalesce into something musically new. The Routine's dozen songs mark the debut of a young band with old souls and a fresh sound. Hotwire appear on OZZFEST all summer long.

In Stores Now!

AND COMING THIS FALL...ALICIA KEYS, WYCLEF, ROD STEWART, ANGIE STONE,



CHRISTINA AGUILERA

"FOUR STARS - This is the album that will truly sustain Aguilera's career!" - NY POST

Christina Aguilera is meaningfully defining the sound of her generation. With 23 million albums and singles sold worldwide, 3 Grammy Awards, and 5 Top 40 #1s to date, Christina is a truly top ranking entertainment star. Her new album *Stripped* is already multi-platinum, and her third single "Fighter" is a big hit. This month Christina goes on tour with Justin Timberlake for what is the must-see show of the year.

In Stores Now!



FOO FIGHTERS

"The best Foo Fighters album. There's a new urgency to them!" - Spin

"They got down to making their best album, a very 90s kind of triumph." - Rolling Stone

Absolutely one of the world's best rock bands, The Foo Fighters' new album has sold over 2 million copies worldwide. The album's first single "All My Life" was #1 on the Modern Rock chart for 12 straight weeks! With the second single "Time Like This," the band is continuing its domination of the rock landscape.

In Stores Now!



MY MORNING JACKET

"America's best new band!" - NME

This Louisville, Kentucky quintet is perhaps the most acclaimed new group to emerge from Mid-America in the past two years. On their third full-length album and ATO/RCA debut, *My Morning Jacket* brings us more of the beautifully classic, yet artistically progressive sound that garnered them their deserving reputation as one of today's most exciting new acts - on record and on stage.

In Stores August 19.



BUSTA RHYMES

"This is Busta's best work, making him the Greatest Show in Rap. ***" - Blender**

Busta Rhymes unleashed his latest arsenal, *It Ain't Safe No More*, leading with the explosive hit "Make It Clap," which spawned the super-remix with Sean Paul and Spiff Star. Now, Busta brings the heat to a new level with the run-away smash "I Know What You Want" featuring Mariah Carey, exploding everywhere!

In Stores Now!



TYRESE

"Bottom line recommendation: Go for the Tyrese album!" - People Magazine

Tyrese's debut album on J Records is about to be certified Platinum! The first single, "How You Gonna Act Like That" hit #1 on the Urban charts. With the sizzling second single "Signs of Love Makin'," and his starring movie blockbuster *2 Fast 2 Furious*, Tyrese's star continues to soar.

In Stores Now!



CASSIDY

"All I can say is the man is the future! He will not lose because at his age, he already got the game figured out!" - B. Kelly

This lyrical heavyweight has a rep that would rival that of a champion new prize fighter. Hailing from Philly, Cassidy is the latest release from Swiss Beats' Full Surface Records and he's taking over the streets AND radio this Summer!

In Stores Fall 2003.



MAROON 5

"The perfect blend of melody & grit, Maroon 5 is one of the best bands to come along." - John Mayer

They've now scanned 100,000 albums and are climbing fast. Their live shows "are already legendary" (NY Post). The band creates explosive songs. With hits like "Harder To Breathe," "This Love," and "She Will Be Loved" to come, the sky is the limit!

In Stores Now!



HEATHER HEADLEY

"It's time to make room for Miss Heather Headley, the latest, greatest, oh-so-cool singer of soul."

Headley is a one of a kind talent, she's the real thing!" - Billboard

"The Best R&B Record of the year!" - CNN International

"A show-stopping star!" - The New York Times

This debut album is already Gold and it's won Heather the Soul Train Music Award nomination for Best R&B/Soul New Artist.

In Stores Now!



SHELLS

"Shells is the newest, hottest, mutha f'ck@ out there. He is another! Records rep series!"

- Funk Master Flex, But 97, NYC
Shells could give any New Yorker chills on the middle of July. A Harlem native, he won The Source magazine's ultimate hype contest. With collabs under his belt from Mario to Funk Master Flex to Carl Thomas, he is positioned to be the next one to watch.

In Stores Fall 2003.



KELLY CLARKSON

"This is a act beneath her wings! Her range is awesome: In a dozen tracks, she owns Pop, R&B, Country and Gospel. America was right to idolize her!" - Entertainment Weekly

"At last! Kelly Clarkson's album Thankful does just what it needs to do. She tackles every genre of music with plenty to thrill!" - Billboard

Kelly Clarkson's *Thankful* became the #1 album in the U.S. with 300,000 copies sold its first week. Now platinum, *Thankful* is still soaring with top of the chart sales.

In Stores Now!



AMERICAN IDOL

SEASON 2 - ALL TIME CLASSIC AMERICAN

American Idol Season 2 features classic American love songs performed by the 11 finalists. While only one singer can be crowned an American Idol, all 11 tracks here show the star power of these young performers. The compilation album also features group performances of the Durr Bacharach classic "What The World Needs Now is Love" and the #1 hit single "God Bless The USA".

In Stores Now!



PRETTY TONY

"Pretty Tony is THE NEXT THANG!" - Jazze Pha

Putting Arkansas on the map this young singer, songwriter, rapper and musician is unlike any artist you've ever seen or heard. The buzz gets louder every day!

In Stores Fall 2003.



EVE 6, THE CALLING, VERTICAL HORIZON and THE STROKES



Hairspray stars Harvey Fierstein and Marissa Jaret Winokur celebrate their lead acting Tony Awards. (Photo: Dimitrios Kambouris/WireImage)

NEWSLINE

THE WEEK IN BRIEF

SONY NASHVILLE CUTS ROSTER: New Sony Music Nashville president John Grady has cut in half the combined artist roster of the company's four imprints: Columbia, Epic, Monument, and Lucky Dog. Eleven artists have been dropped, including Pam Tillis, Mark Chesnut, Blackhawk, Tammy Cochran, Billy Gilman, Michael Peterson, and comedian Cledus T. Judd. Also gone are Brad Martin, Clint Daniels, Little Big Town, and Wynne Varble. The combined Sony artist roster now includes only 11 signed artists, along with a handful of development deals. Those remaining are Mary Chapin Carpenter, Travis Tritt, Montgomery Gentry, Patty Loveless, Marty Stuart, Dixie Chicks, Charlie Robison, the Deralles, and newcomers Buddy Jewell and Clint Prather. New to the roster is Rodney Crowell. **PHILLYS STARK**

KOPPELMAN COUNSELS JACKSON: Charles Koppelman has signed on as an advisor to Michael Jackson on music and business matters. The chairman/CEO of CAK Entertainment tells *Billboard* he continues "to be actively involved" in seeking acquisition targets, and "it's certainly possible" that Jackson's music publishing holdings could play a role in any deals he might pursue. Koppelman is seen as a potential buyer for major-label assets that could be sold as the industry consolidates. Jackson's holdings include a stake in Sony/ATV Music Publishing, home to the Beatles catalog. Jackson may have releases on the market by year's end, according to a statement. "I am sure our work together will break new ground," the singer says in the release. **MATTHEW BEZ**

GERSH'S STRUMMER TAKING SHAPE: Details have emerged about Strummer Recordings, the Universal-distributed label run by former Capital president Gary Gersh that was first announced last year (*Billboard* Bulletin, March 29, 2002). Strummer is being 100% funded by Universal Records and is based in Beverly Hills, Calif., according to a source. The label is in the process of appointing staffers. Strummer's first release, due June 24, is the debut effort from the Mars Volta, *De-Loused in the Comatorium*. The label has also signed New York act the Rapture, which will release a set in fall, produced by DFA (Primal Scream, Radio 4). **TODD MATTERS**

PIRACY CAUCUS FORMED IN HOUSE: Thirty-seven bipartisan members of the House of Representatives will become members of a new bipartisan Congressional Caucus on Intellectual Property Promotion and Piracy Prevention. The role of the informal group, to form June 17, will be to create a forum for intellectual property rights issues and educate other members of Congress and staff about intellectual property rights. The caucus will work and consult with administration officials, intellectual property holders, and consumer groups. **BILL HOLLAND**

'Hairspray' Sweeps Tonys

BY CARLA HAY

NEW YORK—*Hairspray's* sweep of the 2003 Tony Awards highlighted Broadway's current passion for contemporary pop music and pop culture.

Hairspray, which was inspired by the sounds of 1960s pop, won eight awards, including best musical and best original score.

CBS aired the U.S. telecast of the 57th annual ceremony, which was held June 8 at Radio City Music Hall. Billy Joel opened the show with a live performance of "New York State of Mind" in the heart of Times Square.

Joel, along with Stuart Malina, won the best orchestrations award for *Mozart 'Ot*, the musical based on Joel's hits. That show also won the best choreography award for Twyla Tharp.

Backstage at the awards show, Joel talked about the dance-oriented *Mozart 'Ot*, which has a live band onstage and does not follow the traditional musical format of having narrative dialogue. "It's opened up the potential to do different kinds of musicals, which is a good thing because it will stimulate talented people to create different

genres," Joel said.

Joel's next project may keep him in the theater. He is working on a script that he's been "kicking around for a couple of years. I haven't finished all the loose ends. I need a writer's/producer's professional—to work with me on it."

Mozart 'Ot begins a U.S. tour in February 2004.

Hairspray is based on the 1988 John Waters movie of the same name. The musical also will launch a U.S. tour next year.

Harvey Fierstein—whose role as a woman in *Hairspray* earned him the Tony for best performance by a leading actor in a musical—said that he jumped at the chance to do the show.

"Playing a woman is different from playing a drag queen," Fierstein quipped.

Hairspray songwriters Marc Shaiman and Scott Wittman shared the Tony Award for best original score.

On writing the music for *Hairspray*, Shaiman said, "It just poured out of us, because we were those people in *Hairspray*."

Shaiman added that he and Wittman are developing a musical of Steven Spielberg's hit film *Catch Me If You Can*.

Other musicals winning two Tonys were *Nine—The Musical* (best revival of a musical and best featured actress in a musical for Jane Krakowski) and *La Bohème* (best lighting design and best scenic design).

Hip-hop mogul Russell Simmons won a Tony (best special theatrical event) for *Russell Simmons' Def Poetry Jam on Broadway*, a spoken-word production he co-produced.

The success of the show speaks to the diversity on Broadway, Simmons said backstage.

According to the League of American Theatres and Producers, Broadway's 2002-2003 season set a box-office revenue record of more than \$705 million, up 9.8% from the previous season. Hugh Jackman hosted the 2003 Tony Awards show. The telecast earned a 5.4 rating/9 share (7.86 million U.S. viewers), according to Nielsen Media Research. The ratings took a slight dip from the 2002 Tony Awards show, which had a 5.6 rating/9 share (7.98 million U.S. viewers).

For a complete list of winners, log on to billboard.com/bb/awards/index.jsp.

Studies Urge Targeting Adults

BY MATTHEW BEZZ
AND BRIAN GARRY

NEW YORK—Two recent studies offer further evidence that the music industry is losing sight of older consumers.

First-quarter music sales fell 10% in the U.S. compared with last year. But sales were 16% lower among 36- to 50-year-olds, according to data from market-research firm NPD Intellect.

NPD gathered the data from an average of 2,000 music transactions that it surveys weekly and uses to make projections for the entire country older than the age of 13.

Others have warned in recent years that the music industry is neglecting



the over-30 market, which accounted for 56% of U.S. music sales last year, according to the Recording Industry

Assn. of America (RIAA). NPD suggests that it is more important than ever for the music industry to refocus.

"Near-term population growth trends should stand as a warning to the industry to reach out to older buyers, because the core teen and college market population is not expected to grow over the next five years," NPD VP Russ Crupnick said in a statement.

To generate business from those 35 and older, NPD says the industry should promote legacy acts, designate sections in stores for "adult" consumers, and create targeted marketing campaigns for those ages.

NPD's research suggests that as *(Continued on page 69)*

Glastonbury Evades Extinction But Organizers Insist There Is Room For Improvement

BY LARS BRANDE

LONDON—The headlines at this year's Glastonbury festival are proof of the annual U.K. event's continuing international stature.

Yet its organizers insist they are anything but complacent. While tickets for the June 27-29 festival sold out in record-breaking time, the event came perilously close to derailing.

And were it not for a "marathon" meeting with local council members earlier this year to secure a second license application, Glastonbury may well have been consigned to history.

But it survived, with aims of reaching greater heights than at any time since its inception in 1970.

One notable initiative that organizers are considering introducing for 2004 is a priority ticket system, set up for those fans who were unable to get tickets for Glastonbury 2003.

"We may have sold the tickets this year, but we have got to entertain the crowd, and we've got to give the crowd a great festival—and we've done that yet," says Melvin Benn, managing director of New Fiddler Music Group, the giant U.K. music festival and venue promoter in charge of Glastonbury's operational management.

(Continued on page 69)

The music industry's most important R&B Hip-Hop event of the year

HIGHLIGHTS

- ▶ NEW ARTIST SHOWCASES
- ▶ AURN SALUTE TO THE FINALIST RECEPTION
- ▶ UP CLOSE N' PERSONAL SUPERSTAR INTERVIEW
- ▶ BMI URBAN AWARDS SHOW (invitation only)
- ▶ LIVING LEGENDS DINNER an unprecedented event honoring the Legends of R&B Hip-Hop
- ▶ RADIO COVERAGE IN OVER 12 KEY MARKETS VIA AURN
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Demand for music has never been stronger, even if it's going out the back door...

The Digital Tunnel Will Yield Light

It's 1979. The music industry is in the toilet. Kids are putting their time and money into arcade games. Home taping is ripping off the music business. The U.S. economy is wobbly. Everyone's predicting the end of the world.

Sounds familiar? To quote Yogi Berra, it's "déjà vu all over again." There's no doubt that the current storm of digital piracy is unlike anything we've ever seen. But when it's harnessed for the forces of good instead of evil, I think it's better to make things better than ever.

I may be in the minority on this, because a lot of people think it's never going to recover. And it's true that the major record companies are having a hard time turning their gigantic ships. They've built massive

infrastructures around the traditional CD retail business, which is suffering badly. It's also become so expensive to market records—among independent promotion, "price and positioning" at retail, videos, and so on—that it's hard to make a profit.

On the other hand, demand for music has never been stronger—even if it's going out the back door instead of the front. And because marketing a mainstream record is so expensive, there are opportunities for independents to grow up in the cracks. Independents can make money selling relatively small numbers and can develop

more off-center, interesting music, which is the kind of music that can break through and revitalize the biz.

The specific way out of this mess isn't yet clear. But I think the broad strokes are:

1. Make piracy more difficult. This is a leapfrog game, as the hackers and security geeks see who can out-techno each other; and
2. Maybe give people something online that they'd actually like.

The results of the Apple down-

teonic shift in the industry—as when CDs and cassettes first showed up. With the introduction of any new technology, there's always a period where nobody understands the economics, and one side or the other ends up disadvantaged; historically, it's been the artists.

But the reality is that nobody is doing very well at the moment. Online earnings are minimal, and new technologies are expensive until they become established enough to reduce the prices. But as time moves along, we'll find a balance.

Here's what's happening currently:

- Record companies are of course taking all rights in the digital space, as they know this will be an important—if not the most important—exploitation in the future. But what they pay for these rights varies considerably.

- Old-fashioned CD royalties are computed by paying the artist a percentage (anywhere from 12%-20%, depending on bargaining power), with most in the range of 13%-16% of the suggested retail list price. Before applying the percentage to the retail price, companies deduct a packaging deduction (25% for CDs), a "configuration deduction" (meaning they take off another 15% to 20% because it's a CD and not a cassette. Cassettes haven't meant anything for the past few years, but this is a convenient way to pay the artist less), and another 15% for "free goods" that don't exist.

• For digital downloads, some companies are taking the artist's royalty and applying it against the price paid by the consumer for the download, less a packaging deduction, a configuration deduction, and free goods. In other words, they're treating it just like a sale

could be 50% or more than the other way of computing royalties.

Another change on the horizon is a surge in the single track business. In other words, rather than having to buy an album, you can just buy the tracks you like. While a lot of people moan about this, I don't think it's such a bad thing. The music business in the '50s and '60s was a singles business as well as an album business. And it shouldn't make much difference whether you sell 100 single tracks or 10 albums, as long as your bottom line is in black ink.

Single tracks have another advantage. Artists don't have to wait until they collect 12 or 14 songs before releasing product; they can put out two or three at a time. Just because we haven't done it that way doesn't mean it won't work.

Back to the big picture. I think we're in for a painful short term, but the forced changes will make for a healthy long term. It's easy to look good when you're successful—you can throw money at problems and not really feel it.

But when there's a downturn, you have to figure out how to do it smarter. So while the digital age is disruptive, it's just one of the cycles you have to endure in any business—the music biz in particular—before things get rosy again.

Don Passman is a leading music industry attorney and author of the book All You Need to Know About the Music Business.

Taking Issue

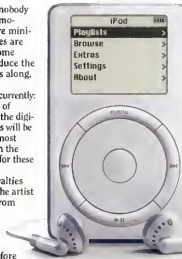
By Don Passman



loading site are encouraging, but they're also skewed. Apple users can't use most of the peer-to-peer programs, and Apple users tend to be older. In fact, if you look at the music they're downloading, it's clearly adult-oriented.

On the other hand, this is also good news. The music industry tends to lop you off as soon as you get into your 20s. So maybe the new world will bring back the old folks.

At the moment, artists and companies are still figuring out what kinds of deals to make with each other. Which is exactly what's supposed to happen when there's a



through a store, using the price paid by the consumer as the suggested retail list price.

- But a few companies are paying the full CD royalty—with no configuration deduction—and applying it against the consumer price without any packaging deduction or free goods. This makes a substantial difference in how much an artist gets. In fact, it

Letters

Award Shows Ignore Producers Far Too Often

Heaven knows we don't really need yet another awards show on TV. But there is one vital segment of our industry whose members are, for the most part, left out in the cold. I'm referring to record producers.

Sure, the Grammy folks honor producers of current and recent recordings, and occasionally, lifetime achievement awards are given by the National Academy of Recording Arts and Sciences, the Rock &

Roll Hall of Fame, and the Rhythm & Blues Foundation.

But I'm talking about a whole host of legendary gentlemen without whom many milestone recordings would probably never have sounded so brilliant from the day that they were committed to wax!

A few producers spring immediately to mind...

Allen Toussaint, who not only produced countless new Orleans hits but also

played on most of them.

Richard Barrett, whose steady hand guided not only Frankie Lynton & the Teenagers in a stand-out hit "The Troggs Degrees" and Little Anthony & the Imperials.

Luther Dixon, the mastermind behind those unforgettable hits by the Shirelles.

Bobby Robinson, the King of Fire & Fury Records, who gave us both "Kansas City" by Wilbert Harrison and "The Sky Is Crying" by Elmore James.

As Willie Tee said at Earl King's funeral: "One of the things we have to do is find a

better way to give flowers to our legends before they pass."

A Record Producers Hall of Fame would be a way to draw attention to a vital group of creative folks whose work could be assessed and studied by a new generation of music lovers.

Alan Warner
Senior VP, catalog promotion
EMI Music Publishing
Los Angeles

Making A Case For Jewel Boxes

Seems like almost all new

releases are being shipped in Digipaks instead of jewel cases. Since when did consumers ask for this change?

Jewel cases work; they've done so for 20 years now! As someone who owns well over 1,000 CDs, I can tell you I hate Digipaks!

Note to record companies: Changing a hard case to a flimsy one and keeping prices high doesn't encourage me to buy new or remastered CDs. Listen to consumers like me who want to do the right thing by not pirating.

Kevin Crossman
Fremont, Calif.

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GARMENT • SATURDAY NIGHT BACK TO YOU • LOVABLE
YOU SEND ME • (I LOVE YOU) • SENTIMENTAL REASONS
ONLY SIXTEEN • YOU WERE • WIN YOUR
LOVE FOR ME • WONDER • SUMMERTIME
CHAIN GANG • SAD MOOD • STIN' THE NIGHT
AWAY • HAVING A PARTY • ON HOME TO ME
NOTHING CAN CHANGE THE • LE RED ROOSTER
ANOTHER SATURDAY NIGHT • DUMPLING • AIN'T
THAT GOOD NEWS • TENNESSEE • MEET ME AT
MARY'S PLACE • GOOD TIMES • KE • THAT'S WHERE
IT'S AT • A CHANGE IS G • E • SOUL • THE BEST
THINGS IN LIFE ARE FREE • EY • NOBODY KNOWS
YOU WHEN YOU • T • FRANKIE AND
JOHNNY • DERNESS (I LOVE
YOU) FOR • D A HAMMER
(THE HAMMER • /ISTIN' THE
NIGHT AWAY • BLOWIN' IM
THE WIN • E (WASN'T
BUILT IN • IN STREET
BLUES • EE WALTZ
FALLING • VE • GOOD
TIMES • OLE WORLD
SHAKIN' • NTRY BOY
TRY A • COND TIME
ANOTHER • IG • THAT'S
WHERE • ODY LOVES
YOU • NG • KEER
MOVIN' • IE HEM ON
HIS G • A TO YOU
LOVABLE • SENTIMENT
TAL RE • DE FOR ME
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CHA WA • IAIN GANO
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Photo by William Claxton

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Music



POP / ROCK / COUNTRY / R&B / HIP-HOP / LATIN / DANCE / TOURING

Hollywood Goes On Signing Spree

Hollywood Records has signed the 24-member **Polyphonic Spree** (PS) for North America in a multifaceted deal that includes a piece of the band's touring proceeds.

For the uninitiated, PS is the brainchild of former **Tripping Daisy** leader **Tim DeLaughter**. The 2½-year-old ensemble, clad in white

Christ Superstar, PS is best experienced live at one of the many outdoor festivals the outfit will play this summer, including England's Glastonbury Festival; Bonnaroo in Manchester, Tenn.; and the Austin City Limits Festival in Austin.

Given the act's strong attraction as a live draw and its unproven radio appeal in these formulaic times, Hollywood Records' deal made sense to DeLaughter.

"I didn't have any hesitation about giving up touring money because I knew if we were going to continue to let our live show flourish, we needed help," DeLaughter says.

He adds that the Hollywood contract is structured so that PS's masters eventually revert back to the group.

For **Bob Cavallo**, chairman of Hollywood parent Buena Vista Music

(Continued on page 21)

The Beat

By Melinda Newman
mnewman@billboard.com



robes with bright colors at the bottom, performs uplifting melodies replete with orchestral arrangements. Part *Magical Mystery Tour*, part *Up With People*, part *Jesus*



POLYPHONIC SPREE

Crazy About Beyoncé

Columbia Pushes Album Date Ahead By Two Weeks

BY RASHAUN HALL

With lead single "Crazy in Love" taking off at radio and video outlets, Columbia Records has decided to jump the gun for Beyoncé's highly anticipated solo debut.

Now due June 24, the multifaceted superstar's *Dangerously in Love* (Music World/Columbia) was rushed forward from its previous July 8 release date.

"We're really just responding to the market," Columbia Records president Will Botwin says.

"We went with the intention of putting out the album on July 8... [but] the



way radio—at all formats—has jumped all over this thing changed that."

"We were also concerned with the threat of the album getting leaked" to the Internet, Botwin admits. "We moved it up a couple of weeks with the idea that we would not only have a great first week of sales, but a great follow-up week."

Last issue, the single, featuring Jay-Z, cracked *The Billboard* Hot 100's top 10 at No. 8. The single is currently No. 7 on that chart and No. 5 on Hot R&B/Hip-Hop Singles & Tracks.

"I always thought it was an incredible song," Beyoncé says. "I wasn't sure that people were going to understand it because it was so different—it doesn't sound like anything else... But it's a

(Continued on page 21)

THERE WILL BE AN AUCTION

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BY CHRISTA TITUS

BROOKLYN, N.Y.—When Type O Negative's fifth studio album, *Life Is Killing Me* (Roadrunner), hits the streets June 17, frontman Peter Steele is ready for people to start complaining.

The bass/vocals/songwriter predicts a backlash from the not-so-radio-friendly album track "I Like Goils." The rapid-fire tirade is a treatise on his unbudging heterosexual orientation that contains outrageously politically incorrect lyrics.

"But the PC state of mind is what Steele wants to bash—not homosexuality or any particular individual.

"The song was poking fun at PC. I did this because I can't wait to see what happens," he admits. "To my knowledge, I did no wrong. I use the word 'goil' because I'm a heterosexual. Isn't sexist that only a homosexual can use the word 'goil' but a heterosexual can't? Shouldn't both be wrong? Or both be right?"

Steele sums up "Goils" as "a stupid sociological experiment. If we are all equal, and we have freedom of speech, what does it fucking matter what we say?"

What Type O Negative has to say—and its admittedly warped way of expressing it—matters to its fans. The doom-laden metal act has returned with more poignant compositions that are at times morbid, amusing, frightening, or the three combined, which is what their following loves.

DARK THOUGHTS

Infidelity, death, and depression are among the dreary subjects the band has set to music. The group comprises Steele, keyboardist Josh Silver, drummer Johnny Kelly, and guitarist Kenny Hickey.

As its lyricist, Steele takes an unflinching look at whatever sorrows are blackening his heart and pours them into his words. (Steele is published by Roadblock Music/Pyrromantic Publishing, a division of BMG Songs [ASCAP].) This record, Steele focuses on themes of betrayal and revenge—"in". A Dish Best Served Coldly—as well as venting his opinion on managed health care and coming to terms with the mortality of one's parents (the title track and "Nettie").

Crazy About Beyoncé

Continued from page 19

great song and people get it. I guess they were happy to hear something fresh." As an third of platinum-selling trio Destiny's Child, Beyoncé is no stranger to the top of the charts. The group's last studio set, *Survivor*, debuted atop both the Top R&B/Hip-Hop Albums chart and the Billboard 200 in 2001 (*Billboard* 100, 2001).

The group announced in late 2001



Type O Negative's 'Life' Style

Song On Act's Fifth Set Pokes Fun At Political Correctness

"Life Is Killing Me" is a reflection on Steele's late father, whom he insists would have lived longer if he had better medical care.

"I really don't like doctors, because they're supposed to take the Hippocratic oath—which I call the hypocritical oath—and everything, as usual, just comes down to money," Steele explains.

"Sometimes I feel like older people are being kept alive just to increase a physician's income. I really can't understand why we can so easily celebrate beautiful creatures like cats and dogs, but we keep the scum of the earth, mainly human beings, alive and in pain."

Musically, the uptempo beat and anthemic chorus on "Goils" will remind listeners of "Unsuccessfully

Coping With the Natural Beauty of Infidelity" from the band's 1991 debut, *Skin, Deep and Hard*.

(The song is a likely reason why Steele thinks "Goils" will irritate people. "Unsuccessfully" gave voice to a man berating his lover after he discovered that she was unfaithful. He says it was based on a painful real-life experience. Critics thought it was misogynistic.)

On *Life*, fans will recognize the gothic elements that permeated 1994's *Bloody Kisses*. The heavily layered sound and eerie atmosphere invoked on 1996's *October Rust* are also present.

Silver, who co-produced the album with Steele, says the new set is vastly different from the previous studio album, 1999's *World Coming Down*.

"That was a much more stark, realistic album," Silver observes. "I hate to use the word 'fun,' because it pains me to do so, but for lack of a better term, it is a slightly more fun album, more eclectic. *Bloody Kisses*-type of thing."

But Type O Negative doesn't enter the studio intending to explore a particular musical focal point.

Silver says, "Everything changes right up until the final moment—including the final moment half the time—and I wouldn't want to limit it to some kind of preconceived notion that could be better or could even be worse. I don't think it's fair to restrict a process that just flows naturally."

CRACKING THE CHARTS

Airplay has been limited for Type O

Negative. The *Bloody Kisses* songs "Christian Woman" and "Black No. 1 (Little Miss Scare-All)" garnered significant play on college radio and late-night metal shows. They helped the album become Type O Negative's best-selling set to date. According to Nielsen SoundScan, *Bloody Kisses* has moved 864,000 copies. *October Rust* has sold 402,000.

"Everything Dies" from *World Coming Down* peaked at No. 37 on the *Billboard* Mainstream Rock Tracks chart. Beyond that, Type O Negative's gloomy melodies and blunt lyrics have not gotten much play on monitored stations.

But that may be changing. "I Don't Wanna Be Me" went to active rock, metal, and specialty formats in May. Now, *Billboard* sister publication *Airplay Monitor* lists it as No. 38 on its Active Rock chart.

According to Bob Johnson, Roadrunner senior director of marketing, several large-market stations have added the track. They include active rock WAFF Boston and WCCO Hartford, Conn., and modern rock KRTZ Houston.

"We are so pumped with the new material that we committed to a radio campaign to work the first single," Johnson says. "We're going to work it to rock radio stations nationwide." A video is also being shot for the song.

The Internet, print advertising, and price-and-positioning programs will play a part in marketing *Life*. One incentive the label is using to generate early sales is rewarding consumers who pre-order the CD at such New York-area retailers as Vintage Vinyl and Looney Tunes. They'll receive an invitation-only Type O Negative show Friday, June 13 at New York's CBGB.

Type O Negative is owned by major retailers, but independently owned outlets are also vital to its sales.

"In the New York area, you have two of the most important mom-and-pop [stores] in the country; you have Vintage Vinyl and you have Looney Tunes, and that level of store is key for this band," Johnson observes, noting that given its strong underground following, secondary markets are almost like primaries for the act.

A headlining tour in Europe will run June 19-July 11. The group then kicks off a 14-date U.S. trek July 25 at the Worcester (Mass.) Palladium.

vocal group in the world," Botwin says. "We sold 9 million albums around the world on the last studio album, so coming in on this solo project, expectations for exceptional success and creativity are there. She's always been identified as the leader of the group, so the most pressure has been on her to deliver a record that is great and to have success out of the box."

Beyoncé says she "really tried not to think about those expectations."

"It affects your performance when you're thinking about other people. Some days, I got a little hard... I wondered if people would understand it and like it. I also wanted to make sure that [this album] showed my growth vocally and as a writer. But when I went into

the studio... I just vibed and did whatever I felt. Once I finished, then I thought about that other stuff."

Beyoncé is a spokeswoman for L'Oréal and Pepsi. The singer's endorsement deal with Pepsi will play a crucial role in promoting *Dangerously in Love*. Pepsi is featuring "Crazy in Love" in its Pepsi First Taste campaign. Beyoncé and her music will also be featured in future Pepsi TV commercials. Sony's electronics division has also teamed with Columbia to offer a 45-second videoclip on all Sony Vaio computers and Sony C&I handheld PDAs, which will lead consumers to the Sony Web site to purchase her album.

Beyoncé has also made a name for

herself in Hollywood. The singer made her feature-film debut last summer in *Austin Powers in International Man of Mystery*. For her next, she'll play a spokeswoman for Paramount Films' *The Fighting Temptations* with Cuba Gooding Jr.

Sony Music president Don Jenner believes that *Dangerously* may be a defining moment in Beyoncé's career. "She's a star. There is anyone else in Beyoncé's league at the moment," he says. "Emerging from a hugely successful group like Destiny's Child is never easy, but the overwhelmingly positive response to Beyoncé's solo music, combined with a blossoming career, clearly shows that she is a true superstar."

Pianist Revives Rare Satie Pieces

Much critical praise was lavished upon *The Magic of Satie*, performer **Jean-Yves Thibaudet's** September 2002 CD release devoted to the perennially popular piano music of eccentric French composer **Erik Satie**. So it may come as a surprise to learn that the elegant pianist had long rebuffed the label's requests to record such a recital.

"What they wanted to do was one CD with all the popular Satie stuff," Thibaudet recalls. "I said that I could do it, of course, but it didn't interest me very much. It would be a very commercial project, and I didn't see the need to do it."

Decca countered with a proposition that caught Thibaudet's fancy: They asked him to record Satie's complete keyboard oeuvre. On June 10, the label issued the resulting set, *The Complete Solo Piano Music*, which consists of five discs for the price of three.

The challenge proved revelatory. Not only did Thibaudet lavish his customary care and persuasive artistry upon such familiar Satie fare as the *Gymnopédies* and *Gossesmes*, but he also quickly learned that there was more to the composer than he had ever imagined.

Thibaudet met leading Satie scholar

minutes of music that is recorded for the first time, including some of his strongest and most wonderful pieces."

Some of the works that Thibaudet performs here, such as the newly discovered *Serenade Gossesme*, were actually hidden in plain sight, partially incorporated into other compositions and only identified through Satie's own correspondence with publishers and peers.

As Thibaudet traveled through Satie's languorous dreamscapes and puckish miniatures at length, his

Classical Score

By Steve Smith
classicalscore@earthlink.net



opinion of the composer completely changed. He now believes that Satie was every bit as significant as the more widely respected French composers Debussy, Ravel, and Fauré.

"Satie was a unique composer who created a completely new musical language," Thibaudet says. "He was using his own chords, his own style, his own atmosphere in the way he wrote for the piano. And he was very modern for his time. He was the first minimalist composer, writing repetitive music 50 years before [John] Cage. And in Bill Evans and other jazz pianists, you surely hear Satie's influence in the harmonies."

With his new project, Thibaudet becomes the latest in a small but distinguished group of pianists that has championed Satie's cause. Ironically, one of his own teachers, the esteemed Aldo Ciccolini, is also one of the composer's foremost proponents. Yet instructor and student never discussed or worked on Satie's music.

"I was speaking about that with him the other night at dinner," Thibaudet says. "I think we both agree that Satie is one of those composers that you don't need to—and shouldn't—play for a teacher. He's a very personal composer, especially because he didn't write anything in the music but the notes. There are very few remarks about tempo and dynamics."

"Ciccolini could only have told me, 'This is the way I play it,' but he couldn't have told me to play it that way. It's a very personal and subjective thing. You have to think for yourself and find your own way to do it."

The Beat

Continued from page 19

Group, the deal is sound—even without the guarantee of radio play. "This is tour- and TV-driven. We're going to spend a lot of money marketing the brand, and the return is their [live] career. For example, if they ever did a fixed-base show that stayed in one place, we'd be the producer of the show." That's entirely a possibility, since DeLaughter says he'd like for there to be four Polyphonic Spree.

Carvalho adds that he plans to spread PS's message across the Disney landscape. "I can use the theme parks, television, the ABC family, our theatrical division, and other areas to break this band."

Indeed, DeLaughter already plans to make a children's record for Walt Disney Records.

Hollywood will release the group's independent CD *The Beginning Stages Of...* bundled with a four-track CD on June 24. A new studio album will come out in 2004.

Outside of North America, PS is signed to Warner Music-distributed 679 Records.

MANAGEMENT DERBY: As Atlantic Records artist **Jewel** debuts this issue at a career high of No. 2 on *The Billboard* 200 with *0304*, she is meeting with many top names in her search for a new manager, according to sources. Her mother-manager, **Lene-Dea Carroll**, will now primarily focus on Jewel's charity endeavors.

In other management changes, **Jennifer Lopez** is expected to meet with prospective new managers in a few weeks, according to her representative. The week of June 9, Lopez jettisoned both her longtime manager **Benny Medina** and Endeavor agent **Patrick Whitesell**, who had represented her for eight months. She is now booked by Creative Artists Agency.

GOLDEN GUNS: *Velvet Revolver*—a new group comprising Stone Temple Pilots' Scott Weiland, Guns N' Roses' Slash, Duff McKagan, and Matt Sorum, and *Suicidal Tendencies'* Dave Kushner—is off to a fast start at radio with first single "Set Me Free." *The Hulk* soundtrack tune is already getting top thracks at modern rock WJCR in Boston, XTRA San Diego, and KROQ Los Angeles. The band, managed by Imortal Entertainment's Dana Millman-Duffine and David Codrillo, has recorded a number of songs for its album debut, but it has yet to ink a label deal.

CH-CH-CHANGES: MCA A&R VPs Tom Sarig and Marc Nathan have both left the company following a restructuring (see story, page 11). Nathan may be reached at mrdnathan@pacbell.net. Sarig may be contacted at tomsarig@hotmail.com.

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ar **Ornella Volta**, who showed him a tremendous body of work still widely unknown to the world at large.

"I realized that the guy had written so much music and that there was a variety—each piece was so different," Thibaudet says.

Volta introduced Thibaudet to a surprisingly large number of Satie works that were never published or had fallen out of print long ago.

"She [had all of] these unpublished manuscripts that were never performed or recorded," Thibaudet says. "There was an incredible amount of material. I think we have almost 100

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Music

Bad Boy Returns With Soundtrack

Sean "P. Diddy" Combs likes to think big.

So when the entertainment mogul decided to relaunch his Bad Boy Records with new distributing partner Universal Records, he determined that it would be with an album that he predicts will be "the biggest soundtrack of the year."

That album is *Bad Boys II*, which will be released July 15. It is the first soundtrack ever released by the Bad Boy label.

Combs' label had been affiliated with Arista Records. The two companies parted ways last year. Combs brought Bad Boy to Universal earlier this year under a three-year deal in which Universal will market, distribute, and promote Bad Boy releases worldwide (*Billboard*, Feb. 19).

The *Bad Boys II* movie opens July 18 in U.S. theaters. The Columbia Pictures action flick features returning stars Will Smith and Martin Lawrence, who starred in the 1995 film *Bad Boys*.

Unlike many soundtracks, *Bad Boys II* consists entirely of previously unreleased songs.

The album boasts an all-star list of multi-platinum artists, including Jay-Z, P. Diddy, Justin Timberlake, Nelly, Beyoncé Knowles, Mary J. Blige, and Snoop Dogg.

Combs tells *Billboard*, "You hear so many competitive stories about the music business, but I want to emphasize that this soundtrack was a

Those collaborations include Nelly and P. Diddy featuring Murphy Lee on "Shake Ya Tail Feather," the Notorious B.I.G. and 50 Cent on "Realist N***@S," Snoop Dogg featuring Loon on "Gangsta Shit," Fat Joe and P. Diddy on "Girl I'm a Bad Boy," and P. Diddy, Lenny Kravitz, and Pharrell on "Show Me Your Soul."

Bad Boy has released two first singles from the project: "Shake Ya Tail Feather" and Jay-Z's "La-La (Excuse Me Again)." Combs says the next single will be "Show Me Your Soul."

The mogul says, "I had just closed my deal with Universal, and I heard they were going to be doing some-

Sound Tracks

By Carla Hay
chay@billboard.com



thing with *Bad Boys II*. I always wanted to be involved with the sequel, so I called up Will Smith, [*Bad Boys II* movie producer] Jerry Bruckheimer, and Martin Lawrence and told them I wanted to put out the *Bad Boys II* soundtrack."

Bad Boy president Lewis Tucker says the label is planning a multimedia blitz to market the album.

"We're having a Bad Boy weekend the weekend before the album's release. We're looking at taking over radio with spots for the soundtrack and a lot of phoner-driven contests and requests."

Radio stations in more than 75 markets will have giveaways for about 125 *Bad Boys II* movie screenings.

Mtv.com will host a listening party for the soundtrack. In addition, Combs and *Bad Boys II* stars Lawrence and Gabrielle Union will appear on MTV's *Total Request Live* around the time of the movie's release. MTV's *Making the Video* series will feature an episode about the "Shake Ya Tail Feather" video. BET will also air a special segment about the *Bad Boys II* movie and soundtrack. At press time, air dates were to be determined.

Combs says he is looking forward to starting a new chapter in the history of his label, which he founded in 1991.

"A lot of boutique labels were around then, and mine is one of the few that's still standing. I've made a lot of friends along the way, and that has a lot to do with why I've been able to put out great records like this one."



COMBS

real cohesive effort. I don't usually ask people for a lot of favors, but I called in a lot of favors to do this soundtrack. My friends really helped me out.

"An artist like Justin Timberlake had never done a soundtrack song before this one," he continues. "This album also has collaborations that you can't find anywhere else."

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ARTIST OF THE DAY

TOUR FINDER

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DAILY MUSIC NEWS



LINKIN PARK

Linkin Park, Room 5 Crash Into U.K. Charts

Linkin Park's "Metemora" (Warner Bros.) powered straight to No. 1 on the U.K. album chart yesterday (March 30) to become the band's first chart-topping success in the territory. Britain also has a new No. 1 single, as Gareth Gates' three-week run with "Spirit in the Sky" (S/BMG) came to an end. Entering at No. 1 is "Make Luv" (Positiva) by Room 5 featuring Oliver Cheatham. »

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ARTIST OF THE DAY



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INCREASE

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Barnyard Trek: 'Cirque Du Soleil Meets The Opry'

BY RAY WADDELL

NASHVILLE—In a touring concept that is both refreshingly retro and boldly innovative, the Electric Barnyard tour is taking music to the "forgotten people."

The idea is retro because, like the Louisiana Hayride and Opry tours decades ago, Electric Barnyard is taking a multi-act package to markets that major tours seldom visit. The talent includes founder Marty Stuart, Merle Haggard, BR\$49, Rhonda Vincent, Connie Smith, and Old Crow Medicine Show.

And the tour is innovative because not only does it carry its own venue, concessions, and production, it also has the first sponsorship from the Waffle House restaurant chain, along with media boosts from CMT, Country Music Television and powerhouse AM radio station WSM Nashville.

Stuart says he would like the tour to become an annual event. According to him, the Electric Barnyard "is like Cirque du Soleil meets the Grand Ole Opry touring show. And we're carrying our own show palace." Barnyard also boasts a "dream team" behind the scenes. The tour is a joint production of Stuart, Chicago-based Jam Productions, and Stuart's agent, Buddy Lee Attractions (BLA). It features local marketing input from country promotion guru Ben Parrell, president of Lon Varnell Enterprises. "It's a wonderful, exciting idea that hasn't been done in a long time," BLA president Tony Conway says. "Carrying the venue with you is unique, espe-

cially into these tertiary markets. We want to play markets where this event would be a major attraction."

Along the route, Haggard and Stuart will play acoustic sets at jails, prisons, and rehab centers. Stuart says, "We want to take a little hope and enjoyment to some hearts out there."

The tour is booked for 25 markets, beginning July 6 at the city park in Sierra Vista, Ariz. More dates could be added, depending on success and artist availability.



STUART

Stuart says the genesis of the tour and its targeted markets sparked when he returned to the road after a three-year layoff in spring 2002 and asked Conway to "basically hide me in the backwoods" until Stuart and his Fabulous Superlatives worked out their kinks.

"We started playing all these 'B' markets, and I noticed whenever we played somewhere, a lot of people started showing up," Stuart recalls. "They seemed to want the type of music we were playing."

Stuart hatched the idea of a country touring extravaganza for smaller markets. He took the idea to Conway and then Haggard at the latter's concert in Louisville, Ky.

"Marty presented the concept to Merle and myself on Aug. 23 last year," recalls Lance Roberts, Haggard's agent at Bobby Roberts Co. "Hag liked it and was excited about taking to some of these smaller, more rural markets off the beaten path."

Stuart says Haggard is a natural for the tour. "The first person that came to mind was Hag, the poet of the common man," Stuart recalls. "He's written these folks' story. When I told him about it, he said, 'It sounds like we're going back and remembering the forgotten people.'"

The traveling venue is an open-air, tent-like structure with a capacity of 4,000 (which is expandable to 5,000), a hybrid of a traveling venue once used on the Festival on Dues contemporary Christian tour.

With tickets priced at \$25 in advance and \$30 day-of-show, the gross potential could top \$5 million for the 25 dates from ticket sales alone.

Production is relatively streamlined, traveling on six trucks, all wrapped with the Electric Barnyard/Waffle House logo. The tour should also save money on venue rentals.

"It plays mostly fairgrounds, along with city parks, ball parks, and arena parking lots," Conway says. All acts will share lights, sound, and staging. BR\$49, Vincent, and Old Crow Medicine Show are primarily acoustic acts, while Stuart and Haggard will

each take their full bands (in Haggard's case, the Strangers) and share backline gear.

Producers have been impressed with Stuart's hands-on approach to all aspects of the tour. "Marty has worked with us very closely, from top to bottom," Jam co-president Amy Granat says.

Doors will open between 4 p.m. and 5 p.m., and shows will begin between 6:30 p.m. and 7 p.m.

With seven hours between when



the doors open and the final curtain call, that leaves plenty of time for patrons to make use of ancillary revenue producers. Those include carnival midway games, a hydraulic bull, bungee jumping, rock climbing, and such concessions as hot dogs, nachos, pizza, and, of course, beer.

"You couldn't do an Electric Barnyard tour without beer," Conway notes.

Those ancillaries, plus the Waffle House sponsorship, help offset the relatively low ticket price. "Both Marty and Merle felt they really want-

ed to give people an inexpensive ticket," Conway says.

The tour sponsors themselves bring a lot to the party. Both CMT and WSM will be behind the truck throughout. Waffle House will place posters in its 1,400 restaurants in 26 states and will play new Stuart and Haggard singles on Waffle House jukeboxes.

"When you have a national restaurant chain, CMT, and one of the most powerful AM stations in the country behind it, that's a pretty good surge," Conway says.

"I'm a Waffle House veteran," Stewart adds. "I'm proud that we're their first sponsorship."

Farrell will coordinate media promotion in each market and is high on the concept. "These days, unless you're really big in this business, you need something remarkable or you're in trouble," he observes. "To me, what's really remarkable about this, above and beyond the artists, is the venue. This should be a very exciting thing for all these towns."

Routing without hitting major markets was a bit of a challenge. Rather than Chicago, New York, and Los Angeles, or even Cleveland, St. Louis, and Indianapolis, this tour focuses on such cities as Tulsa, Calif.; Klamath Falls, Ore.; Rome, Ga.; Tuscombina, Ala.; and Lynchburg, Va. And, yes, it will play in Peoria.

"We looked at markets where Marty or Merle might be bigger or where they hadn't played," Granat says. "These are not everyday markets, and that's by design, not by chance."

Time Looks Right For Baobab's Big U.S.

BY WES ORSHOSKI

Since Senegal's Orchestra Baobab reunited last year after a 15-year hiatus, the lives of its 10 members have been filled with moments occasionally bordering on the surreal.

For guitarist and co-founder Latif Bengeloune, one such moment came last summer, when the Afro-Cuban group played the hallowed Fillmore Auditorium in San Francisco during its inaugural visit to the States. The seven-date tour supported the group's revered 2002 comeback set, *Specialist in All Styles* (World Circuit/Nonesuch).

The Fillmore is a place that Bengeloune, like so many musicians and artists there, recognizes as sacred ground for any artist, regardless of nationality.

Taking the stage made history for the likes of Jimi Hendrix, Santana, and the Grateful Dead was "amazing," Bengeloune says. "When you have those names on your head from the time when you were a young musician, it's



just amazing to be able to play the same place as those guys."

Although it will mostly hit festivals and lesser-known small theaters, the 30-year-old Orchestra Baobab will get another taste of life on the road in the U.S. this month. On June 17, the act launches its first extensive tour of North America in Ann Arbor, Mich.

Before disbanding in the late '80s, Orchestra Baobab had achieved near-

legendary status among purveyors of the Afro-Cuban groove, and the act was undisputed music royalty in its native country.

Since reuniting last year, the group, now featuring a mix of original and new members, has reached a level of sales and respect never attained by its earlier incarnation.

With this 21-show tour—which includes pairs of gigs in New York and

San Francisco and four stops in Canada—the new version of Orchestra Baobab continues to bolster both the original's legacy and its own reputation.

And the act could not have reunited and taken on North America at a better time. Thanks to the global success of Buena Vista Social Club, the market for world music is perhaps better than ever.

Nevertheless, the group has much work to do in North America, notes Chris Colbourn of Newtowne, Mass.-based Cortez Efforts. He is Orchestra Baobab's booking agent for the continent.

Colbourn says this tour is actually a primer for a bigger North American trek planned for spring 2004, when the group will visit theaters and universities.

Orchestra Baobab is so popular in Europe that Colbourn says he was only able to steal the group away from the continent for a month of dates. He jokes that it is really taking off there, especially in France.

As a result, the tour skips the South, Southeast, and Southwest and only hits three or four Midwestern cities.

While Baobab's music seems a natural fit for the many festivals it will visit in the U.S. and Canada, one of the things that makes the group unusual, Colbourn notes, is the ease with which it can switch from festival to club. Last year, for example, while in New York, Baobab played both Summerstage in Central Park and tiny Greenwich Village club Joe's Pub.

Bengeloune says one of those aforementioned surreal moments happened at that Summerstage show, as he looked out at scores of audience members singing every lyric.

The dream realized with Orchestra Baobab's music continues for the foreseeable future, he says, adding that the group may return to the studio by year's end. "It was a dream, and when you have a dream, you always want it to go longer and longer—the longer the better," he says, "and for me, especially, I pray for it."

ARTIST	VENUE/DAY	GROSS/DATE PERFORMED	ATTENDANCE/CAPACITY	PROMOTER
DOIE CHICKS, JOAN OSBORNE	Real Energy Center, St. Paul, Minn. June 17	\$2,192,695 \$95,545/925	76,363 two sellouts	Jam Productions
DOIE CHICKS, JOAN OSBORNE	Bradley Center, Milwaukee June 17	\$1,832,490 \$95,545/925	17,364 sellout	Jam Productions
TIM MCGRAW	Delite Center, Salt Lake City May 17	\$842,165 \$50,730	12,428 sellout	Outback Concerts, Xceltel
WICH RIVER RAVE, BECK, GOOD CHARLOTTE, JACK JOHNSON, SALIVA, DROWICK, MURPHY, EVANESCENCE & OTHERS	Summer Center for the Performing Arts, Mansfield, Mass. May 17	\$628,166 \$65,825	16,305 19,300	Clear Channel Entertainment
X-FLIST: GOODMACK, STANIS, EVANESCENCE, THE USED, THE DONKINS, PUNLINE, COLD, JULIANA THERAPY & OTHERS	Post-Season Pavilion at Star Line, Burlington, N.J. May 17	\$131,567 \$73,717/50	26,994 23,273	Clear Channel Entertainment
Y100 FESTIVAL: AUDIOSLAVE, BECK, THE USED, THE ROOTS, A.F. FINCH, THE STARTING LINE & OTHERS	Tweezer Center on the Waterfront, Camden, N.J. May 17	\$249,265 \$47,935	18,311 28,031	Clear Channel Entertainment, WFLY
COLTRAP: EISLEY, RON SEXSMITH	Shoreline Amphitheatre, Mountain View, Calif. May 17	\$633,148 \$23,509/25	26,217 21,895	Clear Channel Entertainment
VICENTE FERNANDEZ, BANDA EL RECODO	Arrive/Go of World, Anaheim, Calif. May 17	\$568,738 \$125,925	7,429 10,577	CIE, Henson-CIE Events, Nederlander Organization
YANNI	ARCO Arena, Sacramento, Calif. May 18	\$954,520 \$98,254/1,251	15,102 no show	Denny O'Donnell, Concerts West
TIM MCGRAW	Van Andel Arena, Grand Rapids, Mich. May 22	\$593,931 \$59,549/50	8,773 12,110	Clear Channel Entertainment
JOURNEY, STYX & RED SPEEDWAGON	Aladdin Theatre for the Performing Arts, Las Vegas May 22	\$521,185 \$95,975/955	9,897 9,905	Concerts West
JAMES TAYLOR	Verizon Wireless Amphitheatre, Charlotte, N.C. May 20	\$527,526 \$45,610	18,802 18,812	Clear Channel Entertainment
YANNI	Hydrex Hall, Hollywood, Calif. May 4	\$526,430 \$124,519/104	8,773 9,259	Denny O'Donnell, Concerts West
YANNI	Xcel Energy Center, St. Paul, Minn. May 20	\$526,366 \$95,941	12,608 10,217	Denny O'Donnell, Concerts West
YANNI	HP Pavilion, San Jose, Calif. May 18	\$508,813 \$71,569/90	7,918 8,890	Denny O'Donnell, Concerts West
AVRIL LAVIGNE, G.O.B. SIMPLY PLAN	Paul E. Taniguchi Arena, Long Beach, Calif. May 15-16	\$507,264 \$25	15,024 two sellouts	Mass Concerts
YANNI	Amway/Go of World, Anaheim, Calif. May 3	\$488,435 \$71,569/90	8,773 9,857	Denny O'Donnell, Concerts West
YANNI	Servis Center, St. Louis June 1	\$481,029 \$98,569/1,50	8,750 9,208	Denny O'Donnell, Concerts West
YANNI	Pepsi Center, Denver May 21	\$474,810 \$71,569/90	8,105 9,785	Denny O'Donnell, Concerts West
TIM MCGRAW	Bi La Center, Greenville, S.C. May 25	\$474,518 \$50,752/93	8,676 sellout	Clear Channel Entertainment, The Menzies Group
ANITA BAKER	Wells Fargo Westport Park, Fresno Center, Fresno, Va. May 23	\$473,530 \$40,525	13,815 14,556 two shows	In House
JAMES TAYLOR	Cynthia Woods Michael Pavilion, The Woodlands, Texas May 18	\$453,952 \$50,523	14,897 15,464	Clear Channel Entertainment
BROOKS & DUNN, RASCAL FLATTS, BRAD PAULEY, AARON LINES, JEFF RATES, CLEBUD T. JUDD	Hyundai Pavilion at Gillette Stadium, Foxboro, Calif. May 24	\$446,126 \$52,321/50	13,826 20,116	Clear Channel Entertainment
YANNI	Reese Gardens, Portland, Ore. May 18	\$442,150 \$88,150/90	9,203	Denny O'Donnell, Concerts West
JOURNEY, RED SPEEDWAGON & STYX	HP Pavilion, San Jose, Calif. May 18	\$414,735 \$50,525/517	8,937 12,588	Concerts West
WBLI SUMMER JAM: LL COOL J, MICHELLE BRANCH, SHAGGY, LISA MARNE PRESLEY & OTHERS	Tony Danza at Jones Beach Theater, Wantagh, N.Y. May 18	\$411,833 \$86,354/90	12,262 13,341	Clear Channel Entertainment
YANNI	KeyBank, Seattle May 18	\$411,819 \$50,525/90	7,875 10,422	Denny O'Donnell, Concerts West
JOURNEY, STYX & RED SPEEDWAGON	ARCO Arena, Sacramento, Calif. May 22	\$411,807 \$52,324/25/538/25/	8,863 8,422	Concerts West
TOBY KEITH	Railroad Arena, Modesto, Alaska May 18	\$412,088 \$62,369/90	7,629 sellout	Red Vic Station, Solidvision
JOURNEY, STYX & RED SPEEDWAGON	Delite Center, Salt Lake City May 18	\$393,340 \$66,644/90	8,378 12,762	Concerts West
YANNI	General Motors Place, Vancouver May 18	\$388,564 \$521,367 (Canadian)	9,142 9,142	Denny O'Donnell, Concerts West
RED HOT CHILI PEPPERS, QUEENS OF THE STONE AGE, THE MARIS MOLES	Al Caesars Center, Toronto May 17	\$372,473 \$511,510 (Canadian)	15,946 \$511,510/521,25	House of Blues Canada
MATCHBOX TWENTY, SUGAR RAY	Al Caesars Center, Toronto May 17	\$368,224 \$511,510 (Canadian)	9,023 10,000	House of Blues Canada
ZZ TOP, KENNY WAYNE SHEPHERD, DOBBIE TROUBLE	DTG Energy Center, Cleveland, Mich. May 17	\$352,558 \$52,502/50	15,262	Clear Channel Entertainment, Police Sports & Entertainment
HOOEY HAD TOWN & THE MONSTERS, BIGGIE & THE BLUFWISH	Red Rocks Amphitheatre, Morrison, Colo. May 17	\$354,418 \$44,502/50	8,813 8,450	Clear Channel Entertainment

Source: Billboard, Music Business. * All figures include box office from the venue and other sources. ** Includes ticket sales from the venue and other sources. *** Includes ticket sales from the venue and other sources. **** Includes ticket sales from the venue and other sources. ***** Includes ticket sales from the venue and other sources.

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Touring Music

Fan Fair Gets New Name, Seeks Broader Audience

Most everyone in the Nashville music community knows that Fan Fair—as it has been so called for more than 30 years—was forever changed when the event moved from the ragged-but-right Tennessee State Fairgrounds to downtown three years ago.

Performances are now held at the Nashville Coliseum, Riverfront Park, and at more than a dozen downtown night spots during Fan Fair After Hours.

If anyone had any doubts that this is not your father's Fan Fair, the country music love fest removed them by announcing the event would henceforth be known as the CMA Music Festival, beginning with the June 10-13, 2004, run. The name change reflects the role of its producer, the Country Music Assn. (CMA), and also hints at broadening beyond country music.

CMA executive director Ed Benson says the name change "has a broad range of intent, most of which is focused on trying to enlarge attendance over the next three to five years and to allow for better success in the local market. Our research indicates a negative conno-

could make that happen."

The festival costs about \$2.5 million, \$2.6 million to produce, which is relatively efficient compared with similarly sized events. However, the event gets a huge boost from artists

On the Road

By Roy Waddell
rwaddell@billboard.com



eschewing their normal performance fees. The lineup of 42 acts at the Coliseum, 82 downtown, and dozens more after hours would equal close to \$2 million in guarantees at normal rates.

Among the headlines this year were Alan Jackson, Brooks & Dunn, Martina McBride, Kenny Chesney, Alabama, Wynonna, Phil Vassar, Rodney Crowell, Patty Loveless, Billy Ray Cyrus, and many more.

That said, some of country music's biggest stars—including Tim McGraw, Faith Hill, Dixie Chicks, George Strait, Shania Twain, and Toby Keith—did not make an appearance this year.

"We always like to have more headlines, but that's just not reality because of scheduling conflicts," Benson says. "I don't think anyone has ever said they're not gonna play Fan Fair. Our schedule is traditionally some headlines, some mid-level acts, and some new acts. The peripherals have come to expect that kind of lineup. There may be a perception [among some] that all the stars are always in Nashville during Fan Fair, but that has never been the case."

Even so, the lineup was impressive enough for fans to snag 7,400 advance tickets for 2004's festival, up from 7,290 last year. Still, change hasn't come without its detractors.

"We've been taking some guff from the conservative side of the Fan Fair contingency, the 25% that come on a perennial basis," Benson admits. "But our research says that 50% of our attendees are first-timers."

CHICKS SELLING TIX: The June 6-7 Dixie Chicks concerts at Xcel Energy Center in St. Paul, Minn., were the highest-attended back-to-back concerts to date at the 3-year-old facility. The combined total attendance for the Dixie Chicks' Top of the World tour performances was 36,636. The group performed in front of 19,754 people June 6 and 19,882 on June 7, eclipsing the 33,841 total attendance at Neil Diamond's Oct. 26-27, 2001, performances.



BENSON

ation for the name 'Fan Fair' locally, which is totally based on an out-moded perception."

Meanwhile, CMA producers cited "aggregate attendance" of 124,300, down 1.1% from last year. That means attendance averaged 31,075 per day for the June 5-8, 2003, run. That is a big improvement on the 24,000-person cap set at the fairgrounds, but that doesn't mean the event makes more money now.

"It's enormously expensive to put this show on downtown," says Benson, adding that even with the increased attendance the show still won't be profitable when revenue is weighed against expenses.

"We're right on the fault line of making this financially successful. Another 10,000-15,000 people

Hidden Beach Label Shoring Up More Talent

Singer/songwriter Lina finds a new home at Hidden Beach. Her hypnotic fusion of R&B, hip-hop, and swing propelled critical acclaim for her 2001 Atlantic debut, *Stranger on Earth*.

Managed by industry veteran Skip Miller's Panda Entertainment Group, Lina expects her Hidden Beach maiden flight to launch later this year.

shaw. He has recorded *Bone Deep*, a solo album guest-starring Scott, Bilal, Floetry, and Glenn Lewis. It's due in late summer.

HOT FUN: Floetry and Bilal team up again Aug. 5 for BMI's annual urban awards. They join So So Def/Arista newcomer Anthony Hamilton in a tribute to BMI's

2003 Icon honoree, Isaac Hayes. Staged at Miami's Fontainebleau Hilton, the event precedes the Billboard/American Urban Radio Networks R&B/Hip-Hop Conference & Awards show at Miami's Roney Palace (Aug. 6-8).

WORTH HER SALT: Such talented newcomers as Capitol's Javier, Virgin's Dwele, DKG's Rhian Benson, Hollywood's Calvin Richardson, and So So Def/Arista's Anthony Hamilton stand at the forefront of a mouthwatering supply of just plain good music that is out now

or coming soon. Add to that list Verve's Liz Wright.

The singer-songwriter's debut, *Safe* (May 13), may be steeped in jazz, but her soul, gospel, blues, and pop influences (Donny Hathaway, Oleta Adams, Abbey Lincoln, Nina Simone) are also showing. Wright's mature contralto and sing-anything range belie her 23 years.

"It's hard to answer what my sound is," the Atlanta-based artist says. "Music reflects life, and I'm still learning what's what. I know recording would be difficult, because I really have no defined sound. And I was determined not to be locked into one. Genres aren't as important as people make them."

Wright plays the 25th annual Playboy Jazz Festival June 14-15 at the Hollywood Bowl.

'OH OOH!' Every summer there are certain songs that are inescapable. No matter where you go, there they are. Lumidee's debut single, "Leave Love (Uh Ooh, Uh Ooh)" is quickly making a run for that title.

"I've been recording for three years," says Lumidee (pronounced

"Loomy Dee"). "We've been doing our thing in the streets, but we never put anything out until this



single. We just threw it out there, and it got a tremendous response." R&B/hip-hop WQHT (Hot 97) New York on-air personalities DJ

Camilo and DJ Enuff were the first to play the single, initially released on New York-based indie Straight Edge. The track was produced by "Divali (Rhythm)" written by Steven "Lenky" Marsden (see Beats & Rhymes, page 28).

The single is currently No. 15 on the Hot R&B/Hip-Hop Singles & Tracks chart and No. 29 on The Billboard Hot 100. It serves as the introduction to Lumidee's Straight Face/Universal debut, *Almost Famous* (June 24).

ON THE RECORD: Aretha Franklin returns with a killer single. "The Only Thing Missin'." Produced by Troy Taylor (Whitney Houston, Ginuwine), the song is from her long-awaited and still-untilled Arista album, which arrives Sept. 16.

This will be Franklin's first major Arista release since 1998's *A Rose Is Still a Rose* the single. The diva herself is producing tracks along with Jimmy Jam & Terry Lewis and others... Tyrrha Lindsey, who has worked with Valerie Simpson and Mary Wilson, releases her soul/jazz debut, *Everlasting*, through indie LAI Communications (tyrrhaonline.com).

Rhythm & Blues

By Gail Mitchell
gmitch@billsboard.com

Among the additional acts on the label's first *Hidden Hits Vol. 1* unsigned artists compilation (Words & Deeds, *Billboard*, June 14) are United Soul, Kevin Brown, and BMI/Atlanta's urban showcase winner, singer/songwriter Toni Alamand.

Also on the Hidden Beach deck: Jeff Scott trombonist Jeff Brad-

Billboard HOT RAP TRACKS..			
LAST WEEK	TITLE (ARTIST/PROMOTION LABEL)	ARTIST	
1	MAGIC STICK (Lil' Kim Featuring Lil' Kim & Lil' Kim)	1 Week at Number 1	
2	21 QUESTIONS (50 Cent Featuring Mike Dugg)	50 Cent Featuring Mike Dugg	
3	CAN'T LET YOU GO (Fabolous Featuring Mike Shivers & Lil' Mo)	Fabulous Featuring Mike Shivers & Lil' Mo	
4	I KNOW WHAT YOU WANT (Busta Rhymes & Mariah Carey Featuring The Pimpino Squad)	Busta Rhymes & Mariah Carey Featuring The Pimpino Squad	
5	GET BUSY (Sean Paul)	Sean Paul	
6	NEVER SCARED (Bone Crusher Featuring Killer Mike & T.I.)	Bone Crusher Featuring Killer Mike & T.I.	
7	RIGHT THRU (Chingy)	Chingy	
8	IN DA CLUB (50 Cent)	50 Cent	
9	INTO YOU (Fabolous Featuring Tiana D'Amato)	Fabulous Featuring Tiana D'Amato	
10	PUMP IT UP (Joe Budden)	Joe Budden	
11	PI.M.P. (50 Cent)	50 Cent	
12	GET LOW (Lil' Jon & The East Side Boys Featuring Ying Yung Tawo)	Lil' Jon & The East Side Boys Featuring Ying Yung Tawo	
13	NO LETTING GO (Wayne Wonder)	Wayne Wonder	
14	BEAUTIFUL (Snoop Dogg Featuring Pharell & Uncle Charlie Wilson)	Snoop Dogg Featuring Pharell & Uncle Charlie Wilson	
15	ACT A POOL (Ludacris)	Ludacris	
16	LIKE GLUE (Sean Paul)	Sean Paul	
17	LIKE A PIMP (David Banner Featuring Lil' Flip)	David Banner Featuring Lil' Flip	
18	IN LOVE WIT CHU (Da Brat Featuring Cherié)	Da Brat Featuring Cherié	
19	I CAN (Nas)	Nas	
20	THE JUMP OFF (Lil' Kim Featuring Mr. Cheeks)	Lil' Kim Featuring Mr. Cheeks	
21	IF I CAN'T (50 Cent)	50 Cent	
22	STILL BALLIN' (2Pac Featuring Trick Daddy)	2Pac Featuring Trick Daddy	
23	HOW YOU WANT THAT (Leon Feltine)	Leon Feltine	
24	EXCUSE ME MISS (Jay-Z)	Jay-Z	
25	SHAKE YA TAILFEATHER (Nelly, P. Diddy & Murphy Lee)	Nelly, P. Diddy & Murphy Lee	

* Artists with the greatest increase in audience appreciation. The top tracks listed are compiled from the *Billboard* Top 50 and Top 100 charts. All data are electronically monitored 24 hours a day, 7 days a week. Songs ranked by popularity of radio airplay, by cross-referencing past chart airplay with Airplay Index data. © 2003 Billboard Inc. All rights reserved.

Timbaland, EMI Top ASCAP List

BY RASHAUN HALL

NEW YORK—Timbaland was honored as songwriter of the year and EMI Music Publishing was named publisher of the year during ASCAP's 16th annual Rhythm & Soul Music Awards. Radio icon Hal Jackson was presented with the organization's inaugural Legacy Broadcaster Award.

The presentations took place June 10 at the Hammerstein Ballroom of the Manhattan Center in New York. ASCAP president/chairman Marilyn Bergman hosted the event.

Timbaland was recognized for four ASCAP Award-winning songs: Aaliyah's "I Care 4 U" and "More Than a Woman," Tweet's "Oops (Oh My)," and Missy Elliott's "Work It."

"This award is really not mine," Timbaland said during his acceptance speech. "I want to dedicate this to Baby Girl [Aaliyah], who isn't here anymore. I also want to give credit to Ginuwine, Missy, and Playa. The best is yet to come."

Other top song winners were Ashanti's "Poison" (top R&B/hip-hop song), Nelly's "Hot In Her" (top rap song), and Fat Joe's "What's Luv?" (top soundtrack song of the year).

When combined with its EMI/Jobete Music Publishing division, EMI Music Publishing scored a total of 16 award-winning songs. Those include "A Woman's Worth" (written

by Alicia Keys and Erika Rose), "Dilemma" (Antoine Macon and Nelly), "Gimme the Light" (Sean Paul and Troy "Troytron" Rami), and "Pass the Courvoisier Part II" (Chad Hugo, Ali Shaheed Muhammad, Mystikal, Q-Tip, and Malik "Phife" Taylor).

This marks the 10th year that ASCAP has named EMI as Rhythm & Soul publisher of the year.



TIMBALAND

Bergman presented the broadcaster award to New York radio legend Jackson. The black radio pioneer was cited for introducing the music of America's great songwriters and composers to millions of radio listeners. Throughout his long career, Jack-

son has paved the way for many aspiring African-American broadcasters, musicians, and performers. He was the first African-American host of a jazz show on the ABC network, the first African-American to host an interracial network TV show on WNBC-TV, and the first African-American inducted into the National Assn. of Broadcasters Hall of Fame in 1990.

Jackson celebrated 60 years in broadcasting in 1999 and continues to be heard on R&B/hip-hop WBLS New York.

"This was one of the greatest nights of my life," Jackson says. "It was such an honor to receive this wonderful award from ASCAP. I'm so grateful for the opportunity to meet and share this experience with so many songwriters and publishers... I can't find the words to thank ASCAP for presenting me with this very special honor."

Beenie Man was honored as the year's top reggae artist. Additional reggae honorees were Shaggy, the late Bob Marley, UB40, and Sean Paul.

The evening's ceremony featured performances by Playa, Ty Burrett & CA, Glenn Lewis, and Lil' Mo.

ASCAP's Rhythm & Soul Music Awards annually honors songwriters and publishers of the top ASCAP songs in R&B, hip-hop, rap, dance, and reggae. For a complete list of winners, log on to billboard.com/bb/awards/index.jsp.

JUNE 21
2003

Billboard® HOT R&B/HIP-HOP AIRPLAY

LAST WEEK	TITLE	ARTIST (IMP/PROD/COPIES)	LAST WEEK	TITLE	ARTIST (IMP/PROD/COPIES)	LAST WEEK	TITLE	ARTIST (IMP/PROD/COPIES)
31	2	Music Stick	31	1	Act A Fool	43	1	Hot Meary
4	3	So Good	17	2	Beautiful	53	2	Signs Of Love Meary
1	4	21 Questions	26	3	I Love You	54	3	Senora Of The Bay (Madison To Rock)
3	5	Can't Let Go	27	4	In Da Club	54	4	21 Answers
6	6	Crazy In Love	33	5	Freezin'	54	5	Shake Ya Tailfeather
7	7	Put That Woman First	24	6	No Letting Go	55	6	Officially Missing You
11	8	Rock Wit U (Shawty Baby)	29	7	Headin'	52	7	Can't Stop, Won't Stop
1	9	I Know What You Want	39	8	Tu Never Leave	51	8	I Still Love U
8	10	Never Scared	40	9	Boy	57	9	Free Love
12	11	Never Scared	35	10	Men	60	10	Hot Dame
9	12	Get Busy	30	11	I Can	51	11	Separate
10	13	So Good	41	12	If I Can't	51	12	My Love Is Like... WDAH
13	14	4 Ever	34	13	Emotional Rollercoaster	59	13	Favorite
22	15	In These Jeans	36	14	The Jump Off	64	14	Griffind
20	16	Never Leave You - Uh Oh, Uh Duh!	37	15	Excess My Muse	61	15	Let's Get Down
14	17	How You Gonna Act Like This	42	16	Still Ballin'	74	16	Crave
15	18	What Would You Do?	46	17	In Love Wit On	63	17	Rude, Spence
18	19	Pump It Up	40	18	How You Want That	71	18	Lights Out
21	20	Get Low	44	19	Dance With My Father	58	19	Get By
23	21	Right Thru	50	20	Love Calls	61	20	He Proposed
28	22	Like A Pump	47	21	Flipside	73	21	You Already Know
19	23	P.I.M.P.	48	22	W*ccat	51	22	All In The Way
16	24	I Wish I Wasn't	59	23	What U Got	51	23	Thug Life
25	25	Come Over	49	24	Sheskin' Wastin', Cravin'	29	24	26's
32	26	Like A Star	51	25	Le La (Le Expose Me Again)	67	25	Never

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JUNE 21
2003

Billboard® HOT R&B/HIP-HOP SINGLES SALES

LAST WEEK	TITLE	ARTIST (IMP/PROD/COPIES)	LAST WEEK	TITLE	ARTIST (IMP/PROD/COPIES)	LAST WEEK	TITLE	ARTIST (IMP/PROD/COPIES)
32	1	Shake It! Never Leave	64	4	4 Ever	54	1	Get By
32	2	Freezin'	42	5	Step/Excess My Muse Again	54	2	Sniffin' Heart
2	3	In Love Wit On	8	6	Respect My Pumpin'	51	3	Head Money
1	4	Men's Wonna Fly	42	7	Right Thru	61	4	Get Low
3	5	Men's Wonna Fly	39	8	Cravein'	66	5	Chugge Style
4	6	Never On The Bay (Madison To Rock)	25	9	In Da Club	69	6	Smith Bros
34	7	Rock Wit U (Shawty Baby)	33	10	The Jump Off	69	7	Sick And Lonely
11	8	Never Scared	33	11	Jimmy Melia	58	8	Like Glee
19	9	Pump It Up	27	12	So Good	51	9	The Midnight Creep
10	10	21 Questions	23	13	Chew, Chew, Chew	45	10	Nice Girl, Wrong Place
21	11	Never Leave You - Uh Oh, Uh Duh!	23	14	Throw Up	45	11	Any Type Of Way
12	12	Angel	53	15	Come Close (Closer)	29	12	Cry Me A River
13	13	Starting With Me	37	16	How You Want That	55	13	I Don't Wanna Hurt You
6	14	If You Let Me	37	17	Guess What (Guess Again)	29	14	Pua De River, Pan De Break
15	15	Like A	47	18	Hot Damn	29	15	No P*ssin' In A Hully B*dy Like The B*dy
16	16	Blowin' Me Up (Call Me)	22	19	Emotional Rollercoaster	62	16	Verginity
24	17	Rich Man	9	20	No Means No	56	17	5 Star Reuppie
16	18	Breathe	48	21	Who Run This	31	18	Smoke Did It
14	19	Can't Let Go	48	22	26's	60	19	I Know What You Want
14	20	Act A Fool	48	23	Step Daddy	31	20	Star
18	21	Be About Yours	40	24	All Life Long	29	21	Drop It
18	22	Fu'da M*F - We Be Like! The La Song	38	25	Through The Rain	29	22	Rushy Business
17	23	Cashin' In	67	26	Get Busy	29	23	Back In The Day
30	24	Flipside	49	27	Back In The Day	29	24	Never
29	25	Like A Pump	73	28	Hot & Flamin'	29	25	Never

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Music R&B/Hip-Hop

Marsden Has Been 'Busy' On The Charts

One of the architects behind reggae's recent mainstream popularity is producer Steven "Lenky" Marsden. He manned the boards for both Sean Paul's "Get Busy" and Wayne Wondra's "No Letting Go."

The former recently topped the Hot R&B/Hip-Hop Singles & Tracks chart and The Billboard Hot 100. The latter song is currently No. 14 on the Hot 100.

"I made those songs for *Dizzly*," Marsden says, referring to their inclusion on his compilation, released on the Green-Sleeves label. "I did some different overdubs on them to give each song a different identity."

"With Sean, I added more strings to give a more mystic feel to the track. For Wayne, I did a more R&B-driven track."

Marsden has also produced a track that features Cam'ron and Buju Banton.

In addition, Marsden is an artist in his own right. He recently served as tour keyboardist for Banton. He plans to release his own album sometime in the near future. In the meantime, fans can check out Marsden's latest Green-Sleeves compilation, *Masterpiece*.

Beats & Rhymes

By Rashaun Hall
hall@billboard.com



FLASH FORWARD: The legendary Grandmaster Flash is still moving the crowd. The New York-based DJ is penning his memoirs with *Daily News* reporter/biographer Chris Coleman. A title and publisher for the biography are still being determined.

Flash—who is managed by Mark Green at Celebrity Talent Agency—is also jumping into the endorsement game. He has inked deals with Pro-Keds footwear and the American Eagle Outfitters (A&E) clothing store chain. He begins shooting the Pro-Keds ads shortly. That campaign is slated to launch in the fall. Under the A&E banner, Flash will promote a T-shirt line targeting college kids. More than 700 stores will begin stocking the line in November.

In the meantime, Flash will join fellow DJs DJ Koolha, DJ Premier, and Funkmaster Flex in an all-star tribute to the late Jam Master Jay at this year's BET Awards. The event, which will be telecast live, takes place June 24 at Los Angeles' Kodak Theatre.



The success of both singles came as a surprise to Marsden. He sees that success not only as an accomplishment for the artists but for the genre as a whole.

"I'm very happy for artists like Sean and Wayne," Marsden says. "As for dancehall, those guys being in the front will help other guys in Jamaica get a break. It's their good for up-and-coming Jamaican artists and the reggae/dancehall business."

The singles' success has benefited Marsden as well. The producer recently completed a remix with pop/rock group Smash

FOR THE RECORD: In the May 10 issue, I noted that Martin Luther is one of several musicians sitting in as a guest guitarist with the Roots on their recent tour. But I forgot to mention that the San Francisco-based singer/songwriter is signed to GoodLife Recordings.

In the May 24 column, I wrote that Fantom of the Beats produced tracks for InspecTech's *The Movement* (J&R, Productions/Koch/In the Paint). Unfortunately, because incorrect information was provided, I misspelled Fantom of the Beats' name.

Sales data compiled from a national subpanel of core R&B/Hip-Hop stores

[illegible]

Sales data compiled from a national subsample of core R&B/Hip-Hop stores.

LAST WEEK		THIS WEEK		LAST WEEK		THIS WEEK	
Sales data compiled from a Nielsen Music panel of over 3,000 retail outlets				Nielsen SoundScan			
ARTIST NAME(s) & NUMBER OF DISTRIBUTING LABELS				ARTIST NAME(s) & NUMBER OF DISTRIBUTING LABELS			
Title				Title			
1	EMINEM	1	THE MARSHALL MATTHEWS LP	13	DR DRE	1	DR DRE - 2001
2	BOB MARLEY & THE WAILERS	1	LEGEND	14	JAY-Z	1	REASONABLE DOUBT
3	2PAC	1	ALL EYES ON ME	15	MICHAEL JACKSON	1	CONTROL
4	JAYHEM	1	THE SHINY LEAF LP	16	MARY J. BLIGE	1	WHAT IS THIS?!
5	2PAC	1	GRANDFATHER TIME	20	NELLY	1	COUNTRY GRASS
6	LUTHER ANDROSS	1	GRANDFATHER TIME	21	AL GREEN	1	GRANDFATHER TIME
7	EMINEM	1	THE SHINY LEAF LP	19	DR DRE	1	THE CHESNIC
8	MAKAS-VILLI	1	THE DEN KILIAN	22	TWISTA	1	ADRENALINE RUSH
9	BONE THOS N HARMONY	1	THE TITUS	23	DMX	1	IT'S DARK AND HOT! IS HOT
10	THE NOTORIOUS B.I.G.	1	THE TITUS	24	NAS	1	IT WAS WON
11	THE NOTORIOUS B.I.G.	1	THE TITUS	25	KELLY	1	THE TITUS
12	THE NOTORIOUS B.I.G.	1	THE TITUS	26	THE NOTORIOUS B.I.G.	1	THE TITUS

[illegible]

Regional Mexican Radio Tops Among U.S. Hispanics

LEILA COBO

MIAMI—While regional Mexican is the favored radio format among Hispanics in the U.S., top 40 radio—an English-language format—comes in second.

Arbitron's recently released 2003 edition of *Hispanic Radio Today: How America Listens to Radio* tracks radio listening patterns in the U.S. For the first time, it combined consumer data from research firm Scarborough Research to additionally provide detailed information on the consumer habits of Hispanic radio listeners in 2002.

A finding of the Arbitron study is that Spanish-language radio continues to flourish, as does the Hispanic population in the U.S. Today, there are 699 Spanish-language stations in the country, up from 564 only four years ago.

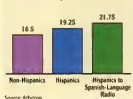
That number represents 5.7% of the 13,685 stations in the country and represents a growth that's a little faster than the overall market, according to Thom Mocarsky, Arbitron VP of communications.

"Spanish formats are booming in

terms of their growth over time," Mocarsky says. "What we're seeing is confirmation of what we knew all along: Hispanics are avid radio listeners—far more than the average."

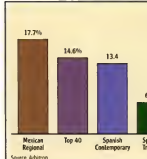
Time Spent Listening To Radio (by hours)

Mon-Sun, 6 a.m.-Midnight
Total U.S., Persons 12+



Source: Arbitron
For one, Hispanics listen to radio more than their non-Hispanic counterparts, averaging about 19 hours per week vs. 16 hours per week for non-Hispanics. When listening to Spanish-language stations only, the average jumps to almost 22 hours per week. In addition, Spanish radio's total "average quarter-hour persons"

share, which measures the number of people listening to a particular station for more than five minutes at a time, has risen 8.1% of the nation's total in 2002, up 1.1% from 2001.



When it comes to Spanish-language formats, regional Mexican reigns, just as it does in record sales. The format accounts for 17.7% of all Hispanic listening, up 3.1% from the year before.

But among Hispanic listeners in general, the second-most favored format is English-language top 40, with

14.6% of the audience. Spanish contemporary radio ranks third, with 13.4%—up 2.5% from the year before—while another English-language format, adult contemporary,

Spanish-Language Format Share for Hispanics

Persons 12+
Average Quarter Hour Share

follows with 8.2% of the audience. Tropical trails with just 6.1%, and Tejano has a mere 1.4% of listenership, probably because the format is mostly confined to Texas.

Two key programming issues stand out in the study. The first is that while the number of Hispanics aged 18-64 listening to radio is fair-

ly consistent, those 65 and older are the least likely among Hispanics to listen to radio.

Perhaps as important, more than 80% of Hispanics who listen to top 40 English-language radio are under 35, with teens accounting for one-third of all Hispanic top 40 listening. These findings bolster the perennial allegation from many in the record industry that Spanish radio—which is reluctant to play new artists—does not serve the needs of a younger audience.

"The key here is that people who are young prefer the latest stuff, and they will turn to [top 40] as well as Hispanic radio [for it]," Mocarsky says. But, he cautions, "just because they listen to [top 40] radio doesn't mean they don't listen to Spanish-language radio."

Arbitron does not factor in language preference in its market report. Hispanic households, Mocarsky says, are defined as specified by the household members. And although Spanish preference is tracked, it will likely not be used in market reports until 2006 (*Billboard*, Nov. 30, 2002).

Jarabe Looks On Bright Side With 'Bonito'

Does the track "Cambia la Piel," from Spanish band **Jarabe de Palo**'s new CD *Bonito*, sound familiar?

Sure it does. It was recorded by **Ricky Martin** for his album *Sound Loaded*, but it was never released as a single.

"Ricky called me and said, 'I want a song by Jarabe de Palo,'" Donés says. "And I said, 'I have something I think you'll like.' And he recorded it, but in a completely different style. [The Martin version was produced by KC Porter.] And we decided to retake it, because it's a very, very pretty song."

The Jarabe version is the same as the group's live rendition, including the haunting piano solo at the end. But that's where the remainder of the track, a danceable salsa, is as upbeat as most of the album.

Donés says the group's recent

optimism is not because of its change of label, although he describes the band's new deal with Warner (after a mostly phenomenally successful three-album run with Virgin) as "very good" both in economic and artistic terms.

Instead, he says, *Bonito* is the result of "waking up one day and realizing that I was under siege. I read the newspaper, and the information is negative. I walk down the street, and people are angry. I was being attacked by a flow of negative information that almost made me want to stay in bed. So I said, 'We'll do something that doesn't have a bad vibe.' And that's the direction it took. The album is a catalog of [different kinds of] music. But the mood is good."

As for that

Latin Notas
By Leila Cobo
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other feel-good Spanish phenomenon, TV reality show *Operación Triunfo*, Donés is not so positive.

"The most important thing for an artist isn't fame or money or popularity or glamour," Donés says. "It's art—the capacity to communicate and transmit. And those shows, in the end, are deceitful. People begin to think artists are created in four months and that musicians are like that."

EMMANUEL'S NEW SOUND: How do you market a veteran singer best-known for his romantic material, who releases a double-album of two CDs featuring two completely different styles and aimed at completely different audiences?

Universal Music Latino is taking it slowly but surely with *Emmanuel Presenta*... the new album by Mexican Emmanuel. In a complete about-face, the first

CD in the set includes contemporary arrangements of Latin standards from the '50s, '60s, and '70s, while the second CD features remixed versions of the same tracks by such world-renowned DJs as **Roger Sánchez** and **Robbie Rivera**.

Emmanuel Presenta... will be marketed to two different audiences. The youth audience will be targeted not by promoting the artist himself but by playing the music in discos and clubs and through street-team marketing.

Although the Latin market seldom releases commercial singles, "Guajira" and "Suavecito" will be sold as singles in Europe, with the

hope that success there will rebound back to Latin America.

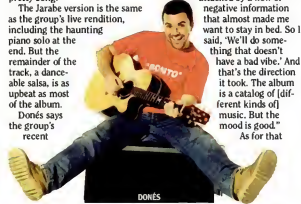
Also, a Coca-Cola radio campaign during which a DJ announces the single "Bodogero" has aired on 120 stations nationwide.

"We want to create a Latin dance phenomenon," says **Jesús López**, chairman of Universal Music Latino/Universal Peninsula. "The campaign isn't based on Emmanuel; it's based on dance. I hope to sell many maxisingles. This could be the next 'Mambo No. 5.'"

The second marketing stage will be targeted at the adult contemporary market.

FAREWELL: Baldomero Ricardo Cané Gómez, who for nearly three decades was a member of seminal Cuban folk group *Los Muñequitos de Matanzas*, died unexpectedly June 5 in his native Matanzas, Cuba. The cause of death was heart failure. Cané was 55. The grandson of **Valentín Cané**, leader of *Sonora Matancera*, Cané was a member of various musical groups in Matanzas before joining *Los Muñequitos* as a singer in 1976.

Cané's strong *rumbero* voice, coupled with his knowledge of Cuban folklore and popular music and his capacity to stir up audience participation, made him a key member of the group.



Los Prisioneros Regain Musical Freedom

BY MARCELO FERNANDEZ BITAR

SANTIAGO DE CHILE, Chile—Los Prisioneros released their fourth studio album 13 years ago and then dropped out of sight.

During the 1990s, the band—one of the most respected in the history of Chilean rock—lived on in reputation only.

Now, they are back to being an unstoppable success story.

This new chapter in Los Prisioneros' history began in 2001, when the group announced a one-night-only reunion show. After tickets sold out before the advertising campaign had even started, a second show was added.

Those shows, at Santiago's Estadio Nacional, drew more than 120,000 people and became the most attended musical event staged by any Chilean act.

A live album recorded at the shows was released, a nationwide concert tour was programmed, and the band even toured the U.S., Mexico, Spain, Bolivia, and Peru.

Los Prisioneros released a new, self-titled studio album with 10 new songs June 5. The disc sold 20,000 copies during its first three days in stores, according to retailers. The set showcases the band's musical prowess better than any of its earlier recordings.

"We embarked on a project without knowing that it would become so big, so successful, and so long," drummer Miguel Tapia says. Los Prisioneros also includes bassist Claudio Narea and



LOS PRISIONEROS

frontman/guitarist/songwriter Jorge González.

The band released four studio albums on EMI between 1984 and 1990. The final album, *Corazones*, did not feature Narea but was successful nevertheless. The remaining members decided to call it quits in 1992, after a celebrated show at Chile's Viña del Mar festival and a farewell tour. All three embarked on solo careers or formed new bands but never achieved the level of success of the original act. A 1992 greatest-hits album proved the group's ongoing popularity, as did a two-CD package of previously unreleased material in 1996.

A big element in the success, according to González, is that a new generation of fans,

between 9 and 15 years old, had begun following the group. Now, this new fan base far outnumbers the nostalgic fans who witnessed Los Prisioneros' first act in the '80s, González says. "This made it easier to plan a new album, because we could take any musical direction without worrying about alienating our old, diehard fans."

The popularity of Los Prisioneros in Chile is such that a June 5 record signing at retail giant Faria del Disco had to be suspended because the local city hall demanded an extravagant warranty payment to ensure security for the 10,000-plus expected fans.

The group has fierce political views. The band's current single is "Ultraderecha," a catchy, ska-

infused rhythm with sarcastic, tongue-in-cheek social comments about right-wingers who appear to control government, religion, and economics in the name of freedom.

Although the track has enjoyed ample airplay, Chile's traditionally conservative media has criticized the band. As a result, the group limited interviews at home for the new release and instead focused its promotional efforts on Peru, Ecuador, Colombia, Mexico, and Spain.

For Los Prisioneros, band manager Carlos inked a licensing deal with Warner Music Chile. Managing director Alfonso Carbone describes the deal as "non-conventional," because it covers only one album at a time.

Carbone says, "We are sure that this great album can fare well [for Warner] outside Chile, and we consider them a regional priority."

Already, the group's live set has sold a reported 50,000 units; a two-DVD set released last year holds the all-time record for DVD sales in Chile, with 23,000 units. There are also plans for a boxed-set reissue of the band members' solo albums from the 1990s.

The new studio album is the best part of the reunion for Los Prisioneros.

"We always were considered a really creative group, so we obviously could not limit ourselves to concerts [playing only] old songs," González says. "So many years have passed that it was a great moment to show all that we had learned, and an album is always like starting a new band. That is truly exciting."

YERBA BUENA PRESIDENT ALIEN

"...the future sound of urban America" - Interview Magazine



Photo: Mark Springer



President Alien
#1 Latin Album on
College Radio
(CMJ S Chart)
Produced by Andres Levin

"...a musicologist's dream...a record with tasty detail...something serious gained for pop." - *New York Times*

"...a band that's re-inventing Latin Dance music into something both fresh and funkily familiar." - *Miami Herald*

"...the most eagerly anticipated record to come out of New York's...Latin music scene in years." - *Los Angeles Times*

"Yerba Buena has emerged as a messiah among Latin fans...what 21st century pop music can ideally be." - *Miami New Times*

"...President Alien is as imaginative as it is addictive." - *Amazon.com*

FOR CONSIDERATION - LATIN GRAMMY® "BEST NEW ARTIST"

sample tracks at
yerbabuenamusic.com



JUNE 21
2003

Billboard® TOP LATIN ALBUMS™

Sales data compiled by
Nielson
SoundScan

LAST WEEK	THIS WEEK	ARTIST IMP/INT & NUMBER/DISTRIBUTING LABEL	Album	WEEKS ON CHART	LAST WEEK	THIS WEEK	ARTIST IMP/INT & NUMBER/DISTRIBUTING LABEL	Album	WEEKS ON CHART
		#1: NUMBER 1 (#1)					#1: NUMBER 1 (#1)		
1	1	RICKY MARTIN SONY DISCO (IMP/INT) 10445 CD	3 Weeks At Number 1 Almas Del Silencio	49	49	69	CUISILLOS DE ARTURO MACIAS LAS ROMANTICAS DE CUISILLOS	41	27
2	2	MARCO ANTONIO SOLIS SONY DISCO (IMP/INT) 10445 CD	Te Amo D Tu Desgracia	1	50	37	VARIOUS ARTISTS PONY/TA (IMP/INT) 13 00 CD	Las 30 Cerdas Mas Prohibidas	27
3	6	A.B. QUINTANILLA III PRESENTS KUMBIA KINGS SONY DISCO (IMP/INT) 10445 CD		4	51	52	VARIOUS ARTISTS PONY/TA (IMP/INT) 13 00 CD	Parranda Tequila: 25 Exitos	51
4	3	LOS TEMERARIOS/LOS BUKIS SONY DISCO (IMP/INT) 10445 CD	20 Invidias	1	52	47	ANTONIO AGUILAR SONY DISCO (IMP/INT) 10445 CD	Cos Tambora	40
5	3	JUANES SONY DISCO (IMP/INT) 10445 CD	Un Dia Normal	2	53	45	EL PODER DEL NORTE SONY DISCO (IMP/INT) 10445 CD	Querr Es... 22 Poderosos Exitos	35
6	4	GRUPO BRYNDIS SONY DISCO (IMP/INT) 10445 CD	Memorias	4	54	50	VARIOUS ARTISTS PONY/TA (IMP/INT) 13 00 CD	Arcoiris Musical: Mexico Vol. 3	12
7	6	GRUPO MOJADO SONY DISCO (IMP/INT) 10445 CD	30 Invidias	6	55	45	INDIA SONY DISCO (IMP/INT) 10445 CD	Latin Singshit: Mi Alma Y Corazon	7
8	8	CONJUNTO PRIMAVERA SONY DISCO (IMP/INT) 10445 CD	Nuestra Historia	4	56	40	GERMAN LIZARRAGA SONY DISCO (IMP/INT) 10445 CD	Se Historia Musical: 32 Populares	30
9	12	PEPE AGUILAR SONY DISCO (IMP/INT) 10445 CD	Y Tonto Otra Vez	1	57	43	NAPOLEON SONY DISCO (IMP/INT) 10445 CD	30 Invidias	33
10	11	MANA SONY DISCO (IMP/INT) 10445 CD	Revolucion De Amor	1	58	51	INTOCABLE SONY DISCO (IMP/INT) 10445 CD	La Historia	1
11	10	BRONCO SONY DISCO (IMP/INT) 10445 CD	30 Invidias	3	59	NEW	RICARDO MONTANER SONY DISCO (IMP/INT) 10445 CD	Prohibida Otrida	59
#1: GREATEST GAINER									
12	23	LA LEY SONY DISCO (IMP/INT) 10445 CD	Libertad	12	61	48	LOS AGUIES SONY DISCO (IMP/INT) 10445 CD	Como Tu Entreno 70's Y 80's 20 Exitos Vol. 3	62
13	7	HECTOR & TITO SONY DISCO (IMP/INT) 10445 CD	La Historia Live	4	62	NEW	VARIOUS ARTISTS PONY/TA (IMP/INT) 13 00 CD	Desde Hoy	36
14	14	INTOCABLE SONY DISCO (IMP/INT) 10445 CD	La Historia	3	63	57	DUELO SONY DISCO (IMP/INT) 10445 CD	Tail To Her	24
15	22	LOS ANGELES DE CHARLY SONY DISCO (IMP/INT) 10445 CD	Recuerdos	15	64	60	SOUNDTRACK SONY DISCO (IMP/INT) 10445 CD	Memorias	55
16	15	PANCHO BARRAZA SONY DISCO (IMP/INT) 10445 CD	Las Romanticas De Pancho Barraza	12	65	65	GRUPO BRYNDIS SONY DISCO (IMP/INT) 10445 CD	Otro Vini, Otro Caga	66
17	13	LOS TUCANES DE TULAJANA SONY DISCO (IMP/INT) 10445 CD	Imperio	11	66	67	LOS REHENES SONY DISCO (IMP/INT) 10445 CD	Soraya	67
18	19	JOSE FELICIANO SONY DISCO (IMP/INT) 10445 CD	Señor Baturo 2	2	67	NEW	SORAYA SONY DISCO (IMP/INT) 10445 CD	Ses Asi	8
19	20	INDUSTRIA DEL AMOR SONY DISCO (IMP/INT) 10445 CD	30 Invidias Vol. 2	11	68	58	LIMITE SONY DISCO (IMP/INT) 10445 CD	Otra Onda	69
20	16	SHAKIRA SONY DISCO (IMP/INT) 10445 CD	Grandes Exitos	1	69	71	LA ONDA SONY DISCO (IMP/INT) 10445 CD	Solo Boiero	40
#2: HOT SHOT DEBUT									
21	NEW	VARIOUS ARTISTS SONY DISCO (IMP/INT) 10445 CD	Las 30 Comidas Mas Populares Vol. 2	21	70	63	GILBERTO SANTA ROSA SONY DISCO (IMP/INT) 10445 CD	All Mixed Up: Las Romanas	3
22	21	VARIOUS ARTISTS SONY DISCO (IMP/INT) 10445 CD	30 De Sex En Sex Vol. 1	14	71	67	SIN BANDERA SONY DISCO (IMP/INT) 10445 CD	Sin Bandera	12
23	17	THALIA SONY DISCO (IMP/INT) 10445 CD	Thalia's Hits Remixed	7	72	66	VARIOUS ARTISTS SONY DISCO (IMP/INT) 10445 CD	Songs 4 Worship En Espanol: Canta Al Senor	2
24	18	IRMAINE FERRER SONY DISCO (IMP/INT) 10445 CD	Somos Hermanos	6	73	70	VARIOUS ARTISTS SONY DISCO (IMP/INT) 10445 CD	Historia Musical: Grupos	18
25	26	THALIA SONY DISCO (IMP/INT) 10445 CD	Thalia	1	74	67	MOLOTOV SONY DISCO (IMP/INT) 10445 CD	Dance & Dance Dance	19
26	27	SELENA SONY DISCO (IMP/INT) 10445 CD	Duos	4					
27	31	BANDA EL RECODO/BANDA MACHOS SONY DISCO (IMP/INT) 10445 CD	Las Dos Grupos	20					
28	30	SOUNDTRACK SONY DISCO (IMP/INT) 10445 CD	Frida	4					
29	34	LOS RAZOS SONY DISCO (IMP/INT) 10445 CD	Hierbabuena	10					
30	34	LOS REHENES SONY DISCO (IMP/INT) 10445 CD	Historia Musical: 30 Populares	12					
31	24	RY COODER, MANUEL GALBAN SONY DISCO (IMP/INT) 10445 CD	Mambo Sonando	1					
32	28	JOAN SEBASTIAN SONY DISCO (IMP/INT) 10445 CD	Coleccion De Oro	28					
33	38	LOS BUKIS SONY DISCO (IMP/INT) 10445 CD	30 Invidias	1					
34	29	VARIOUS ARTISTS SONY DISCO (IMP/INT) 10445 CD	30 Grupos De Coleccion	6					
35	25	VARIOUS ARTISTS SONY DISCO (IMP/INT) 10445 CD	Play The Company	25					

LATIN POP ALBUMS		TROPICAL/SALSA ALBUMS		REGIONAL MEXICAN ALBUMS	
1	RICKY MARTIN SONY DISCO (IMP/INT) 10445 CD	1	IRMAINE FERRER SONY DISCO (IMP/INT) 10445 CD	1	MARCO ANTONIO SOLIS SONY DISCO (IMP/INT) 10445 CD
2	A.B. QUINTANILLA III PRESENTS KUMBIA KINGS SONY DISCO (IMP/INT) 10445 CD	2	SELENA SONY DISCO (IMP/INT) 10445 CD	2	LOS TEMERARIOS/LOS BUKIS SONY DISCO (IMP/INT) 10445 CD
3	MANA SONY DISCO (IMP/INT) 10445 CD	3	INDIA SONY DISCO (IMP/INT) 10445 CD	3	GRUPO BRYNDIS SONY DISCO (IMP/INT) 10445 CD
4	LA LEY SONY DISCO (IMP/INT) 10445 CD	4	VARIOUS ARTISTS SONY DISCO (IMP/INT) 10445 CD	4	GRUPO MOJADO SONY DISCO (IMP/INT) 10445 CD
5	HECTOR & TITO SONY DISCO (IMP/INT) 10445 CD	5	CONJUNTO PRIMAVERA SONY DISCO (IMP/INT) 10445 CD	5	PEPE AGUILAR SONY DISCO (IMP/INT) 10445 CD
6	JOAN SEBASTIAN SONY DISCO (IMP/INT) 10445 CD	6	RICARDO MONTANER SONY DISCO (IMP/INT) 10445 CD	6	BRONCO SONY DISCO (IMP/INT) 10445 CD
7	JOSE FELICIANO SONY DISCO (IMP/INT) 10445 CD	7	INTOCABLE SONY DISCO (IMP/INT) 10445 CD	7	CONJUNTO PRIMAVERA SONY DISCO (IMP/INT) 10445 CD
8	GRUPO BRYNDIS SONY DISCO (IMP/INT) 10445 CD	8	LA ONDA SONY DISCO (IMP/INT) 10445 CD	8	SHAKIRA SONY DISCO (IMP/INT) 10445 CD
9	GRUPO MOJADO SONY DISCO (IMP/INT) 10445 CD	9	LOS AGUIES SONY DISCO (IMP/INT) 10445 CD	9	LA LEY SONY DISCO (IMP/INT) 10445 CD
10	CONJUNTO PRIMAVERA SONY DISCO (IMP/INT) 10445 CD	10	LOS REHENES SONY DISCO (IMP/INT) 10445 CD	10	SELENA SONY DISCO (IMP/INT) 10445 CD
11	PEPE AGUILAR SONY DISCO (IMP/INT) 10445 CD	11	GRUPO BRYNDIS SONY DISCO (IMP/INT) 10445 CD	11	BRONCO SONY DISCO (IMP/INT) 10445 CD
12	MANA SONY DISCO (IMP/INT) 10445 CD	12	LA ONDA SONY DISCO (IMP/INT) 10445 CD	12	CONJUNTO PRIMAVERA SONY DISCO (IMP/INT) 10445 CD
13	HECTOR & TITO SONY DISCO (IMP/INT) 10445 CD	13	LOS AGUIES SONY DISCO (IMP/INT) 10445 CD	13	SHAKIRA SONY DISCO (IMP/INT) 10445 CD
14	JOAN SEBASTIAN SONY DISCO (IMP/INT) 10445 CD	14	LOS REHENES SONY DISCO (IMP/INT) 10445 CD	14	LA LEY SONY DISCO (IMP/INT) 10445 CD
15	JOSE FELICIANO SONY DISCO (IMP/INT) 10445 CD	15	GRUPO BRYNDIS SONY DISCO (IMP/INT) 10445 CD	15	SELENA SONY DISCO (IMP/INT) 10445 CD
16	GRUPO MOJADO SONY DISCO (IMP/INT) 10445 CD	16	LA ONDA SONY DISCO (IMP/INT) 10445 CD	16	BRONCO SONY DISCO (IMP/INT) 10445 CD
17	CONJUNTO PRIMAVERA SONY DISCO (IMP/INT) 10445 CD	17	LOS AGUIES SONY DISCO (IMP/INT) 10445 CD	17	CONJUNTO PRIMAVERA SONY DISCO (IMP/INT) 10445 CD
18	PEPE AGUILAR SONY DISCO (IMP/INT) 10445 CD	18	LOS REHENES SONY DISCO (IMP/INT) 10445 CD	18	SHAKIRA SONY DISCO (IMP/INT) 10445 CD
19	MANA SONY DISCO (IMP/INT) 10445 CD	19	GRUPO BRYNDIS SONY DISCO (IMP/INT) 10445 CD	19	LA LEY SONY DISCO (IMP/INT) 10445 CD
20	HECTOR & TITO SONY DISCO (IMP/INT) 10445 CD	20	LA ONDA SONY DISCO (IMP/INT) 10445 CD	20	SELENA SONY DISCO (IMP/INT) 10445 CD

#1 PACESETTER											
36	62	—	EL COYOTE Y SU BANDA TIERRA SANTA SONY DISCO (IMP/INT) 10445 CD	Grandes Exitos Originales	36						
37	39	34	LOS RIELELOS DEL NORTE SONY DISCO (IMP/INT) 10445 CD	En Vivo	16						
38	31	39	CELIA CRUZ SONY DISCO (IMP/INT) 10445 CD	Viva Mito	31						
39	35	44	TIZIANO FERRO SONY DISCO (IMP/INT) 10445 CD	Rejo Retiro	35						
40	42	23	ALEXANDRE PIRES SONY DISCO (IMP/INT) 10445 CD	Exaltativa	12						
41	42	30	RIGO TOVA SONY DISCO (IMP/INT) 10445 CD	30 Invidias	15						
42	40	—	LOS PLAYERS SONY DISCO (IMP/INT) 10445 CD	Ranchero De	42						
43	41	42	ENRIQUE IGLESIAS SONY DISCO (IMP/INT) 10445 CD	Oasis	1						
44	49	55	CHAYANE SONY DISCO (IMP/INT) 10445 CD	Grandes Exitos	1						
45	NEW	—	EROS RAMAZZOTTI SONY DISCO (IMP/INT) 10445 CD	5 (Spanish Verses)	45						
46	40	36	JOY VELASQUEZ SONY DISCO (IMP/INT) 10445 CD	Milagro	21						
47	44	47	RICARDO ARJONA SONY DISCO (IMP/INT) 10445 CD	Santa Cecilia	3						
48	68	60	LOS REHENES DEL NORTE SONY DISCO (IMP/INT) 10445 CD	28 Romances	10						

LATIN POP ALBUMS				TROPICAL/SALSA ALBUMS				REGIONAL MEXICAN ALBUMS			
1	MOBY MARTIN	SONY DISCO (IMP/INT) 10445 CD	3	1	BRUNO FERRER	SONY DISCO (IMP/INT) 10445 CD	3	1	MARCO ANTONIO SOLIS	SONY DISCO (IMP/INT) 10445 CD	3
2	A.R. MONTIELLA	SONY DISCO (IMP/INT) 10445 CD	2	2	CELA CRUZ	SONY DISCO (IMP/INT) 10445 CD	2	2	LOS TEMERARIOS LOS BUKIS	SONY DISCO (IMP/INT) 10445 CD	2
3	JUANES	SONY DISCO (IMP/INT) 10445 CD	3	3	INDIA	SONY DISCO (IMP/INT) 10445 CD	3	3	GRUPO BRYNDIS	SONY DISCO (IMP/INT) 10445 CD	3
4	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	4	4	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	4	4	GRUPO MOJADO	SONY DISCO (IMP/INT) 10445 CD	4
5	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	5	5	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	5	5	CONJUNTO PRIMAVERA	SONY DISCO (IMP/INT) 10445 CD	5
6	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	6	6	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	6	6	PEPE AGUILAR	SONY DISCO (IMP/INT) 10445 CD	6
7	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	7	7	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	7	7	MANA	SONY DISCO (IMP/INT) 10445 CD	7
8	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	8	8	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	8	8	BRONCO	SONY DISCO (IMP/INT) 10445 CD	8
9	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	9	9	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	9	9	LA LEY	SONY DISCO (IMP/INT) 10445 CD	9
10	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	10	10	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	10	10	HECTOR & TITO	SONY DISCO (IMP/INT) 10445 CD	10
11	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	11	11	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	11	11	INTOCABLE	SONY DISCO (IMP/INT) 10445 CD	11
12	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	12	12	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	12	12	LOS ANGELES DE CHARLY	SONY DISCO (IMP/INT) 10445 CD	12
13	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	13	13	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	13	13	PANCHO BARRAZA	SONY DISCO (IMP/INT) 10445 CD	13
14	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	14	14	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	14	14	LOS TUCANES DE TULAJANA	SONY DISCO (IMP/INT) 10445 CD	14
15	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	15	15	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	15	15	JOSE FELICIANO	SONY DISCO (IMP/INT) 10445 CD	15
16	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	16	16	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	16	16	INDUSTRIA DEL AMOR	SONY DISCO (IMP/INT) 10445 CD	16
17	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	17	17	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	17	17	SHAKIRA	SONY DISCO (IMP/INT) 10445 CD	17
18	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	18	18	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	18	18	SELENA	SONY DISCO (IMP/INT) 10445 CD	18
19	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	19	19	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	19	19	BANDA EL RECODO/BANDA MACHOS	SONY DISCO (IMP/INT) 10445 CD	19
20	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	20	20	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	20	20	SOUNDTRACK	SONY DISCO (IMP/INT) 10445 CD	20
21	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	21	21	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	21	21	LOS RAZOS	SONY DISCO (IMP/INT) 10445 CD	21
22	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	22	22	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	22	22	LOS REHENES	SONY DISCO (IMP/INT) 10445 CD	22
23	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	23	23	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	23	23	RY COODER, MANUEL GALBAN	SONY DISCO (IMP/INT) 10445 CD	23
24	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	24	24	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	24	24	JOAN SEBASTIAN	SONY DISCO (IMP/INT) 10445 CD	24
25	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	25	25	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	25	25	LOS BUKIS	SONY DISCO (IMP/INT) 10445 CD	25
26	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	26	26	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	26	26	CHAYANE	SONY DISCO (IMP/INT) 10445 CD	26
27	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	27	27	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	27	27	EROS RAMAZZOTTI	SONY DISCO (IMP/INT) 10445 CD	27
28	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	28	28	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	28	28	JOY VELASQUEZ	SONY DISCO (IMP/INT) 10445 CD	28
29	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	29	29	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	29	29	RICARDO ARJONA	SONY DISCO (IMP/INT) 10445 CD	29
30	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	30	30	VARIOUS ARTISTS	SONY DISCO (IMP/INT) 10445 CD	30	30	LOS REHENES DEL NORTE	SONY DISCO (IMP/INT) 10445 CD	30

Latin Music 6 Pack

2003 #3

BILLBOARD'S ONGOING COVERAGE OF THE LATIN MUSIC INDUSTRY

The Rise Of Rap

The Number Of Latin Artists And Size Of Latin Audiences Keeps Growing

Rap, hip-hop and reggaeton (a modern form of reggae dancehall) are hardly new to the Latin market. Over the past decade, rappers have become a

seen a rise in rap acts on Billboard's Top Latin Albums charts, as more and more artists are being scooped up for major distribution, with labels like EMI, Sony and Universal expressing their interest in developing the genre.

Among the new batch of rising acts and established artists expanding their horizons, here are a handful to keep an eye on.

DADDY YANKEE

At 26, Ramón Ayala, better known as "Daddy Yankee," is already a veteran of the rap/reggaeton field—and since childhood—has been

"I feel very grateful because it's been 13 years of making music. To be accepted by the public is very difficult," says Daddy Yankee, who made Billboard's Top Latin Albums chart for the first time last year. "I have to be realistic; if artists do not innovate, their career is over. As long as I am healthy, I'm gonna keep on working with lots of energy," he adds.

Daddy Yankee has also developed an eye for production, and has collaborated with Nicky Jam, Guatava and Playero. His latest album, *El Cangreño*, which he also produced, was nominated for a Latin Grammy.

This year, Daddy Yankee is expanding his reach, and he recently visited Honduras and Panama for promotion. In August, he will release his sixth album, *El Cangreño 2*, Barrio Fino, on V1 Music, which is currently distributed by UMGV. The album's launch will be supported by a massive concert at the Roberto Clemente Coliseum in San Juan, Puerto Rico.

DON OMAR

William Omar Landrón Rivera, artistically known as Don Omar, is Puerto Rico's up-and-coming rap/reggaeton artist. He started singing in church, where he was part of such groups as the No Limits House Band and the Christian Rappers. But, in the last three years, his participation on more than 20 rap albums has made him very popular in the genre. His latest contribution was to MTP, a multi-artist compilation in which his song "Dale Don Dale" was chosen as the radio single, helping

Continued on page LM-4



Tito Cordero

common feature on many pop albums, and, more telling, various acts—from Sindicato Argentino del Hip Hop to Orishas—have appeared on the Billboard charts and in mainstream consciousness.

The rap movement is significant enough that there is a rap category at the Latin Grammys, destined to serve purveyors of the genre from the entire Spanish-language marketplace. But here in the U.S., the rise of Spanish-language rap as a movement has been hampered by a lack of mainstream distribution. While many of the best-selling rising rap acts reside in Puerto Rico, most are signed to independent deals. Distribution of the albums is independent, as well, and is mostly confined to the island. But the past year has



Don Omar

using songs to paint a portrait of the social issues he has experienced. His discography includes five albums and more than 50 guest appearances (a common trend in the rap/reggaeton field), including collaborations with Anglo and Latin artists Nav, DJ Tony Touch, Big Pun, Grupo Mania, Olga Tañón and Domingo Quiñones.

Picky Publishers

Pubs Are Being More Selective About Signings And More Serious About Synchronicity

BY LILA COBO

MIAMI—It used to be that one co-writing credit on Billboard's Hot Latin Tracks chart or on a moderately successful album could get you a comfortable little publishing deal—one where you turned in songs that the publisher would shop. Also, singer-songwriters with artistic aspirations used to land record deals via their publishers, who would nurture and develop them and then showcase them to labels. But in the Latin music world, those days, while not entirely over, are cer-

acts and doling out advances, and by looking for new sources of revenue.

"We are definitely taking into consideration the current condition of the record industry when making writer deals, because there's no way around the fact that fewer record sales mean less money from mechanicals," says Claribel Cuevas, senior creative director of Famous Music Publishing. "The focus is to get great songs placed, which will give us more chances of getting singles.



From left: Permutis's Spanberger, EMI's Casanova and Universal's Alvarez

tainly fading, as publishers readjust the way they do business due to the realities of depressed sales and the virtual disappearance of the Latin American market.

COPING WITH LESS

"You're signing less, you're trying to pay less; you're looking for deals that have gained some success," says Kathy Spanberger, president of Permutis. "It's harder and harder to develop talent in the long run. If there's any expansion, it's in TV and alternative marketing. And you mine the gold that most publishers have—and we have—which is the catalog." Times are "struggled," adds Spanberger. "It doesn't stop."

The way to keep it going, say publishing executives, is by being increasingly selective when it comes to signing new

thus generating more income and reducing the risk of not recouping on our writers. In the meantime, I believe that publishers have to be more conservative with our writer advances."

"This certainly means that some artists freak out when their contracts are up for renewal, or when they get an offer that doesn't quite live with their expectations. "But it's better to have a deal than no deal," notes Spanberger. "There aren't too many places to go."

Of course, this doesn't mean that no one is getting signed, or that big advances aren't available for writers who are delivering hits.

When it comes to signing untested writers, however, "we are very selective and use all the

Continued on page LM-4

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Conference Panelists Rally Around Rap

BY JUDY CANTOR

Proclaiming rap "a revolution in Latin music," participants and audience members championed the future of the genre at a Billboard Latin Music Conference panel in May that felt more like a rally than an industry seminar.

"There will be a time when Spanish rap and reggae will be accepted by the mainstream," said Oscar Cortez, known as DJ Kazzanova, who produces a daily rap segment on WCAA Latino Mix in New York. "Mainstream does not mean pop. A

label executives on the panel or in the audience was viewed by participants as indicative of the work that needs to be done for Latin rap to be seen as a viable genre, despite vibrant underground scenes in markets including Miami, where the conference was held, New York, Los Angeles and Chicago.

"The movement has gone through changes, and it's going to keep evolving," said Anthony Perez, producer and director of Perfect Image Film & Video Pro-



Magia Juan

lot of people are getting up-to-date with real Spanish hip-hop and recognizing the music from the street," Cortez's and other panelists' comments were greeted with cheers from audience members, who displayed the grassroots enthusiasm for rap, reggaeton and other hip-hop styles that have made the music so popular among Latin American and U.S. youth.

"Right now, it's about taking chances," said panel moderator Yolanda Foster, VP of programming at Mundo Television, whose live daily show *The Real* showcases artists from the urban Latin scene. "That's what's making a difference. We're educating the advertisers. We're bringing them a whole new market of urban and bilingual. The street has to keep busy, because the big guys will start listening."

Several panelists pointed to the success in Puerto Rico of dancehall-style reggaeton as an example of the possibilities for rap in other Latin markets. "Reggaeton is a voice that hasn't been heard in a while, the voice of the Pueblo," said Robi Rodriguez, artist, producer and founder of the label Phantom Vix, adding that reggaeton makes up 60%-70% of all record sales in Puerto Rico. "This is such an exciting time."

The luck of a presence by major-

duction, which produces programming for Mun2. "As record labels become more interested, we all have to fight against bureaucracy and established agendas. We can't think that we're going to change people's square way of thinking in a day."

Perez and other participants urged those working with rap to increase awareness by stepping up street marketing efforts. "We have to clear the path," he said. "No one's going to clear it for us."

Panelists acknowledged that, as in the Anglo world, producers and promoters have to make efforts to eradicate prejudices about rap music and rap artists. In addition, they advocated for urban Latin music that could break down geographical and cultural barriers and appeal to young audiences in diverse Spanish-speaking countries and U.S. regions.

"Black is black everywhere you go," said Dominican rapper and producer Magia Juan, who had early success as the lead singer of seminal Latin rap group Proyecto Uno. "But Latin is a bunch of different countries. We've got to find a way to make it musically hot so that everyone, everywhere, will get what's going on. That's what's going to make this music really popular." ■

Rapping Up The Charts

Most chart recaps in the Latin Music 6-Pack for Hot Latin Tracks and Top Latin Albums are year-to-date rankings, beginning with the Dec. 7, 2002, issue (the start of the 2003 chart year) and running through the May 24 issue. The recap for the Top Latin Rap/Hip-Hop Albums runs from the June 1, 2002, issue through the May 24 issue.

The Hot Latin Tracks recap is based on radio stations' gross audience impressions as monitored by Nielsen Broadcast Data Systems. Titles receive credit for airplay for each week they appear on the chart. The recaps for Top Latin Albums and Top Latin Rap/Hip-Hop Albums are based on point-of-sale data as compiled by Nielsen SoundScan. Titles receive credit for sales for each week they appear on the pertinent chart. The Top Rap/Latin Albums chart was compiled using information from the Top Latin Albums chart.

Top Latin Albums

- Pos. TITLE—Artist—Imprint/Label**
- 1 **GRANDES EXITOS**—Shakira—Sony Discos
 - 2 **UN DIA NORMAL**—Juanes—Surco/Universal Latina
 - 3 **LAS KETCHUP**—Las Ketchup—Shaketa/Columbia/Sony Discos
 - 4 **MAMBO SINUENDO**—Ry Cooder—Manuel Golban—Perry Verde/Nonesuch/AG
 - 5 **SANTO PECADO**—Ricardo Arjona—Sony Discos
 - 6 **30 INDIVIDUALES**—Los Bukis—Fonovisa/UG
 - 7 **LA HISTORIA**—Intocable—EMI Latin
 - 8 **LA REINA DEL SUR**—Las Tigras Del Norte—Fonovisa/UG
 - 9 **ONES**—Selena—EMI Latin
 - 10 **REVOLUCION DE AMOR**—Mato—Warner Latina



Hot Latin Tracks

- Pos. TITLE—Artist—Imprint/Label**
- 1 **EL PROBLEMA**—Ricardo Arjona—Sony Discos
 - 2 **QUE ME QUEDES TU**—Shakira—Sony Discos
 - 3 **SUENA**—Intocable—EMI Latin
 - 4 **ASI ES LA VIDA**—Olga Tanon—Warner Latina
 - 5 **SEQUEME**—India—Sony Discos
 - 6 **UNA VEZ MAS**—Canginita Primavera—Fonovisa
 - 7 **DE UNO Y DE TODOS LOS MODOS**—Paloma—Disa
 - 8 **AYI PAPAICITO (UYI OADOTY)**—Limite—Universal Latina
 - 9 **QUIZAS**—Enrique Iglesias—Universal Latina
 - 10 **ES POR TI**—Juanes—Surco/Universal Latina



Hector & Tito



Ricardo Arjona

Top Latin Rap/Hip-Hop Albums

- Pos. TITLE—Artist—Imprint/Label**
- 1 **A LA RECONQUISTA**—Hector & Tito—VI Music
 - 2 **EL ABALLARDE**—Tego Calderon—White Lion
 - 3 **DANCE & DENSO DENSO**—Molotov—Surco/Universal Latina
 - 4 **LOS HOMERUN: ES VOL. 1**—Daddy Yankee—VI Music
 - 5 **EN LA ESQUINA**—Chicos De Barrio—WEA/Mex/Warner Latina

Top Latin Rap/Hip-Hop Artists

- Pos. ARTIST (No. of Charted Titles) Imprint/Label**
- 1 **HECTOR & TITO** (1) VI Music
 - 2 **TIGO CALDERIN** (1) White Lion
 - 3 **MOLOTOV** (1) Surco/Universal
 - 4 **DADDY YANKEE** (2) VI Music
 - 5 **CHICOS DE BARRIO** (1) WEA/Mex/Warner Latina

Top Latin Rap/Hip-Hop Imprints

- Pos. IMPRINT (No. of Charted Titles)**
- 1 **VI MUSIC** (4)
 - 2 **WHITE LION** (2)
 - 3 **SURCO** (2)
 - 4 **WEA/MEX** (1)
 - 5 **EMI LATIN** (1)

Top Latin Rap/Hip-Hop Labels

- Pos. LABEL (No. of Charted Titles)**
- 1 **VI MUSIC** (4)
 - 2 **WHITE LION** (2)
 - 3 **UNIVERSAL LATINO** (2)
 - 4 **WARNER LATINA** (1)
 - 5 **EMI LATIN** (1)

RISE OF RAP

Continued from page LM-1

the album sell more than 60,000 copies.

Now, he's reading the release of his debut album, *The Last Don*, under the guidance of Héctor "El Bamhino," one-half of popular reggaeton duo Héctor & Tito. Set to hit stores this month, *The Last Don* includes guest artists as diverse as rock band La Secta, tropical merengue acts Tony Tún Tún and Limi-T 21, and reggaeton artists Héctor & Tito, and Daddy Yankee.

"My best achievement is having made myself known as a respectable artist," says Omar. "The best payment an artist can have is the support and respect of the audience. Without having a solo album out in the market, I have the privilege of counting both."

TEGO CALDERÓN

For more than a decade, Tego Calderón performed many odd jobs, the latest being a cab driver, while he dreamed of being a rap artist. He jumped at an opportunity to be featured on a rap compilation, and his excellent performance led to multiple album appearances.

Now, at 30, he is the most popular rap/reggaeton artist in Puerto Rico due to his debut album, *El Abidalé*, on White Lion Records, which has reportedly sold more than 100,000 copies. Not surprisingly, his March 14 presentation at Roberto Clemente Coliseum drew a sold-out crowd.

But what has boosted Calderón's acceptance, not only among rap/reggaeton fans but also among mainstream audiences, is his unique style. Calderón fuses hip-hop with up-tempo rhythms such as reggaeton, salsa and bomba (a form of call-and-response tribal music driven by heavy percussion). And he delivers his lyrics in a more relaxed and easier-to-digest manner than the more fast-paced, angry style of rap. As of this year, Calderón will be able to go even more mainstream, thanks to a management deal with Samcord Productions (which represents Paulina Rubio) and major distribution through BMG.

"I owe much of my success to my musical upbringing. I learned every type of music; I was influenced by Ismael [Rivera] and hardcore rap—Public Enemy, N.W.A.," says Calderón. "I am

grateful to life, to people. I think that will be reflected in my [upcoming] album."

DON DINERO

Last year, Miami radio audiences were treated to something of an oddity: a rap track, by a completely unknown act, playing in heavy rotation on popular tropical station WRTQ 98.3, Salsa 98. It was "Pana Pana" by Don Dinero, a New York rapper of Cuban parents, whose music is reminiscent of Orishas in its use of Cuban rhythms and melodies but is far more urban in its rap content. Don Dinero (whose real name is José Manuel, who's been rapping since he was 8, took the song to Salsa 98 PD Leo Vela after numerous record executives turned down his independently produced CD, *Que Bola*. "You know what they told me? This album will never work," says Dinero. "Now, every label wants me."

Dinero is sticking with Cuban Connection, the label he created with his brother, and which he initially distributed through Reyes Records in Miami. Now, he's inked a distribution deal with Universal, which should help his music gain entry to Puerto Rico.

In the meantime, he's working on a compilation album called *La Conexión*, which will feature Cuban Connection acts, as his second single, "Desahogo," starts to hit other radio stations nationwide. Things, he says, can only

get better. Which makes sense, given his name.

"Everybody that knows me on the street calls me Dinero, Don Dinero. In my neighborhood, if people need money, they come to me. I have a gift for that." —L.C.

PICKY PUBLISHERS

Continued from page LM-1

best arguments based on feeding and research to set our goals," says Nestor Casón, regional managing director, EMI Music Publishing Latin America. In the EMI's case, those "self-contained" acts, "Those we know will record their own songs."

What is increasingly rare, many say, is to simply pick up songs with the hopes of placing them, or to sign non-performing songwriters only, unless they can deliver a set number of tracks already recorded and released on a major label in the U.S.

THE GOOD NEWS

One promising source of revenue is the plethora of TV reality shows, which can provide artists with a night after night performance covers of established Latin hits and then record and release those versions.

In Spain, for example, hit reality show *Operación Triunfo* "has had tremendous impact on publishers," says Alvaro de Torres, MD of Warner/Chappell Music Spain. Torres says he has directed the publishers' study after *OT 1* covering every release from the show, which indicated Warner/Chappell led the results with a 20% share of publishing rights. "All publishers who had historic catalogs did well from the covers recorded by OT artists: EMI, Clippier's in Barcelona and Walt Disney Publishing, because one million-selling album consisted of Disney cover versions," he explains.

While revenue is drying up on the mechanical end, it's rising on the synchronization side, with increasing opportunities in various areas.

"With the market being what it is right now, placing songs in film, TV and commercials has definitely become an alternative source of income," says Cuevas. "What we have experienced is more of a demand for Latin music, especially for film and TV programs being produced in Hollywood for the Latino and general markets."

And, she adds, a recent, emerging source of income is ring tones, with several companies acquiring the rights to ring tones of

classic and current hit Latin tracks.

The ring-tone business, says Casón, is also very strong in Latin America. Companies pay approximately \$20 to \$25 to license each song and then take the most recognizable portion of a melody and turn it into a ring tone. Approximately 60 cents are paid per download. Add it up, and these are important numbers.

"The fact of the matter is record sales keep declining and publishers need to have additional sources of income," says Iván Álvarez, senior VP Latin America, Universal Music Publishing Group. Going after synchronization fees, he adds, is not new, "but it's become more relevant with the decline in record sales." Opportunities abound, says Álvarez, even for acts who have traditionally not sold well. "Especially if they are paid for their

major motion pictures, we can get a very substantial sync fee for a song where the record hasn't sold. Take Los Amigos Invisibles. These guys haven't sold the amount of units they should. Their sync fees are in the six figures, whereas their mechanical sales—we're lucky if we get them in the five figures."

Another act that's capitalized on sync uses while floundering on sales is new Mexican band Kinky, whose music has been used in half a dozen English-language films, commercials and TV series. In Kinky's case, its publishing company, EMI, has actively pushed the group's music, both in Mexico, where the band is signed, and in the U.S., through EMI's film/sound-track division.

"What would happen with a band like Kinky today? On the one hand, it fits the description of a "self-contained" act: a rock group that records its own material. On the other, when the members were signed, they were untended."

"We have the great ability to sign things we believe are great," says permcusik's Spanberger. "It's not just market share but great talent."

But, she admits, when it comes to development deals, "I wouldn't say we don't do any, but it's harder to do. Or you need the deal to be reasonable, so you can come to them for a longer period of time, until the business rights itself." ■



9

EROS RAMAZZOTTI
Cat # 52254

After selling 30 million records worldwide Italian Latin-pop singer, **EROS RAMAZZOTTI** once again has set out to conquer the international markets by presenting his most anticipated release titled "9" in both Spanish and Italian.

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IMP/IMP/PROMOTION LABELPEAK
POSITION

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	IMP/IMP/PROMOTION LABEL	PEAK POSITION
1	1	1	TAL VEZ Tal Vez	NUMBER 1	10 Weeks In Number 1
2	3	14	AMAME Aventura	Alexandre Pines	7
3	2	13	PARA QUE LA VIDA Aventura	Enrique Iglesias	7
4	4	12	MARIPOSA TRACIONERA Mariusela	Maria	8
5	7	11	TU AMOR O TU DESPRECIO Marcos Antonio Ruiz	Marcos Antonio Ruiz	5
6	11	25	UNA EMOCION PARA SIEMPRE Eros Ramirez	Eros Ramirez	6
7	5	5	NO HACE FALTA UN HOMBRE Celia Cruz	Celia Cruz	11
8	6	11	ME FALTA VALOR Papa Jayul	Papa Jayul	5
9	8	15	ALUCINADO Tito El Bambino	Tito El Bambino	10
10	12	22	CASI Casi	Casi	10
11	13	6	FOTOGRAFIA Joaquin	Joaquin	11
12	17	18	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
13	9	7	UNA VEZ MAS Gloria Estefan	Gloria Estefan	7
14	16	10	A QUIEN LE IMPORTA? Thalia	Thalia	10
15	10	8	EL SINYERGUENZA Los Tucanes De Tijuana	Los Tucanes De Tijuana	8
16	14	23	ACA ENTRA NOS Banda El Recodo	Banda El Recodo	18
17	16	6	LO QUE TU VES CONTIGO Jose Feliciano	Jose Feliciano	16
18	22	14	MUY A TU MANERA Intercable	Intercable	14
19	17	18	DAME Ricardo Arjona	Ricardo Arjona	13
20	15	12	CLAVAME TU AMOR Natalia	Natalia	12
21	14	9	NO PODRAS Olga Tenen	Olga Tenen	21
22	27	29	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
23	26	24	KILOMETROS Sis-Banders	Sis-Banders	16
24	23	12	POK AMOR Joe Seale	Joe Seale	18
25	29	20	LOS DEMAS Julia	Julia	26
26	33	4	TRACIA Joaquin	Joaquin	26
27	15	15	ENTRE EL DELIRIO Y LA LOCURA Joaquin	Joaquin	8
28	25	45	MARIA CHUCHENA (MARIA SUSANA) Los Reme	Los Reme	15
29	31	35	TE VAS AMOR El Coyote Y Su Banda Tierra Santa	El Coyote Y Su Banda Tierra Santa	16
30	40	41	SE RAN SUS OJOS Adolfo Urea Y Su Loco	Adolfo Urea Y Su Loco	30
31	30	30	PEQUEÑA Y FRAGIL Joaquin	Joaquin	37
32	21	14	QUEDATE CALLADA Jorge Luis Cabrera	Jorge Luis Cabrera	18
33	42	42	SOY ASI Linda	Linda	28
34	32	32	ENTREGA TOTAL Pablo Montero	Pablo Montero	35
35	32	30	NO TENGO DINERO A.B. Quintanilla III & Kumbia Kings	A.B. Quintanilla III & Kumbia Kings	8
36	33	27	Y COMO QUIERES QUE TE QUIERA Falsito Gomez	Falsito Gomez	7

7/1 HOT SHOT DEBUT 4/1

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	IMP/IMP/PROMOTION LABEL	PEAK POSITION
37	NEW	1	SON TUS PERFUMES MUJER Lupillo Rivera	Lupillo Rivera	37
38	26	28	HOY ES ADO Santitas Featuring Jhay Cortez	Santitas	25
39	41	43	COMO OLVIDARTE Luis Fonsi	Luis Fonsi	39
40	44	39	EN CUERPO Y ALMA Luis Fonsi	Luis Fonsi	41
41	NEW	1	HOY EMPLEA MI TRISTEZA Ginger Monro	Ginger Monro	41
42	49	42	QUIE GANAR Ricardo Montalban	Ricardo Montalban	42
43	39	44	QUE FENA Garcia Liera	Garcia Liera	39
44	49	49	SE NOS PERDIO EL AMOR El Gran Combo De Puerto Rico	El Gran Combo De Puerto Rico	44
45	43	37	BARLA CASANOVA Paulina Rubio	Paulina Rubio	39
46	NEW	1	LOMBE LAS PENCAS David Bisbal	David Bisbal	46
47	46	42	SI TE QUIERO Jorge Luis Cabrera	Jorge Luis Cabrera	18
48	NEW	1	SE ME OLVIDO TU NOMBRE Dhalin	Dhalin	46
49	NEW	1	BARRO VILJO Jorge Luis Cabrera	Jorge Luis Cabrera	18
50	NEW	1	SUE Mila	Mila	50

LATIN POP AIRPLAY

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	IMP/IMP/PROMOTION LABEL	PEAK POSITION
1	1	1	TAL VEZ Tal Vez	NUMBER 1	10 Weeks In Number 1
2	3	14	AMAME Aventura	Alexandre Pines	7
3	2	13	PARA QUE LA VIDA Aventura	Enrique Iglesias	7
4	4	12	MARIPOSA TRACIONERA Mariusela	Maria	8
5	7	11	TU AMOR O TU DESPRECIO Marcos Antonio Ruiz	Marcos Antonio Ruiz	5
6	11	25	UNA EMOCION PARA SIEMPRE Eros Ramirez	Eros Ramirez	6
7	5	5	NO HACE FALTA UN HOMBRE Celia Cruz	Celia Cruz	11
8	6	11	ME FALTA VALOR Papa Jayul	Papa Jayul	5
9	8	15	ALUCINADO Tito El Bambino	Tito El Bambino	10
10	12	22	CASI Casi	Casi	10
11	13	6	FOTOGRAFIA Joaquin	Joaquin	11
12	17	18	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
13	9	7	UNA VEZ MAS Gloria Estefan	Gloria Estefan	7
14	16	10	A QUIEN LE IMPORTA? Thalia	Thalia	10
15	10	8	EL SINYERGUENZA Los Tucanes De Tijuana	Los Tucanes De Tijuana	8
16	14	23	ACA ENTRA NOS Banda El Recodo	Banda El Recodo	18
17	16	6	LO QUE TU VES CONTIGO Jose Feliciano	Jose Feliciano	16
18	22	14	MUY A TU MANERA Intercable	Intercable	14
19	17	18	DAME Ricardo Arjona	Ricardo Arjona	13
20	15	12	CLAVAME TU AMOR Natalia	Natalia	12
21	14	9	NO PODRAS Olga Tenen	Olga Tenen	21
22	27	29	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
23	26	24	KILOMETROS Sis-Banders	Sis-Banders	16
24	23	12	POK AMOR Joe Seale	Joe Seale	18
25	29	20	LOS DEMAS Julia	Julia	26
26	33	4	TRACIA Joaquin	Joaquin	26
27	15	15	ENTRE EL DELIRIO Y LA LOCURA Joaquin	Joaquin	8
28	25	45	MARIA CHUCHENA (MARIA SUSANA) Los Reme	Los Reme	15
29	31	35	TE VAS AMOR El Coyote Y Su Banda Tierra Santa	El Coyote Y Su Banda Tierra Santa	16
30	40	41	SE RAN SUS OJOS Adolfo Urea Y Su Loco	Adolfo Urea Y Su Loco	30
31	30	30	PEQUEÑA Y FRAGIL Joaquin	Joaquin	37
32	21	14	QUEDATE CALLADA Jorge Luis Cabrera	Jorge Luis Cabrera	18
33	42	42	SOY ASI Linda	Linda	28
34	32	32	ENTREGA TOTAL Pablo Montero	Pablo Montero	35
35	32	30	NO TENGO DINERO A.B. Quintanilla III & Kumbia Kings	A.B. Quintanilla III & Kumbia Kings	8
36	33	27	Y COMO QUIERES QUE TE QUIERA Falsito Gomez	Falsito Gomez	7

TROPICAL/SALSA AIRPLAY

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	IMP/IMP/PROMOTION LABEL	PEAK POSITION
1	1	1	SE NO PERDIO EL AMOR El Gran Combo De Puerto Rico	El Gran Combo De Puerto Rico	1
2	2	2	CLAVAME TU AMOR Natalia	Natalia	12
3	3	3	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
4	4	4	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
5	5	5	LA ULTIMA VEZ Mariusela	Mariusela	8
6	6	6	AMAME O TE OLVIDE Ricardo Arjona	Ricardo Arjona	13
7	7	7	EL TONDO QUE NO TE DUELO Victor Manuelle	Victor Manuelle	12
8	8	8	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
9	9	9	NO PODRAS Olga Tenen	Olga Tenen	21
10	10	10	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
11	11	11	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
12	12	12	LA ULTIMA VEZ Mariusela	Mariusela	8
13	13	13	AMAME O TE OLVIDE Ricardo Arjona	Ricardo Arjona	13
14	14	14	EL TONDO QUE NO TE DUELO Victor Manuelle	Victor Manuelle	12
15	15	15	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
16	16	16	NO PODRAS Olga Tenen	Olga Tenen	21
17	17	17	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
18	18	18	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
19	19	19	LA ULTIMA VEZ Mariusela	Mariusela	8
20	20	20	AMAME O TE OLVIDE Ricardo Arjona	Ricardo Arjona	13

REGIONAL MEXICAN AIRPLAY

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	IMP/IMP/PROMOTION LABEL	PEAK POSITION
1	1	1	UNA VEZ MAS Luis Fonsi	Luis Fonsi	1
2	2	2	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
3	3	3	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
4	4	4	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
5	5	5	LA ULTIMA VEZ Mariusela	Mariusela	8
6	6	6	AMAME O TE OLVIDE Ricardo Arjona	Ricardo Arjona	13
7	7	7	EL TONDO QUE NO TE DUELO Victor Manuelle	Victor Manuelle	12
8	8	8	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
9	9	9	NO PODRAS Olga Tenen	Olga Tenen	21
10	10	10	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
11	11	11	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
12	12	12	LA ULTIMA VEZ Mariusela	Mariusela	8
13	13	13	AMAME O TE OLVIDE Ricardo Arjona	Ricardo Arjona	13
14	14	14	EL TONDO QUE NO TE DUELO Victor Manuelle	Victor Manuelle	12
15	15	15	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
16	16	16	NO PODRAS Olga Tenen	Olga Tenen	21
17	17	17	HERIDA MORTAL Jorge Rivera	Jorge Rivera	17
18	18	18	SI TE DUELEN Gloria Estefan	Gloria Estefan	11
19	19	19	LA ULTIMA VEZ Mariusela	Mariusela	8
20	20	20	AMAME O TE OLVIDE Ricardo Arjona	Ricardo Arjona	13



Platinum Man. Spanish newcomer Alex Ubago collected his ninth platinum album (one for each 100,000) for a total of 900,000 copies shipped in Spain of his debut album *Que Pides Tú?* Pictured, from left, are DRO EastWest deputy managing director/A&R director Alfonso Perez, Ubago, and DRO EastWest managing director Jose Carlos Sanchez.

América Latina...

NEWS FROM SOUTH OF THE BORDER

In Mexico: After a successful promotional visit to Spain last September to promote the album *La Reina del Sur* and film the video to the title track, Los Tigres del Norte are preparing to launch their first full-length concert tour in that country. The norteño group will take its music to nine cities, starting July 18 in Pamplona and ending July 28 in Santiago de Compostela. . . . Spanish singer-songwriter Alex Ubago received a gold album for sales in Mexico of more than 75,000 copies of his debut album, *Que Pides Tú?* According to Mexican news agency Notimex, 22-year-old Ubago says he plans to begin recording his sophomore effort in September. On June 1, Ubago also received his ninth platinum album in Spain for sales of more than 900,000 albums.

TERESA AGUILERA and LEXIA COBO

In Brazil: Coinciding with the publication of a book with the same title, Universal Music is releasing *A Era Dos Festivais*, a 28-track compilation of tracks by the winners of the memorable Brazilian music TV festivals that took place between 1965 and 1972. The repertoire features standards performed by Elis Regina, Caetano Veloso, Gilberto Gil, Nara Leão, Mutantes, and others. . . . Acclaimed singer/songwriter Caetano Veloso is in Rio de Janeiro to record an all-English album of tracks by, among others, Cole Porter and Kurt Cobain. One featured track is Morris Albert's hit "Feelings." Universal plans to release the disc during the fall.

TOM GOMES

In Argentina: Popular radio DJ Alfredo Rosso has released a compilation album on EMI Argentina that features international acts in heavy rotation on his radio show, *La Casa del Rock Naciente*.

The show airs on Argentina's FM Rock & Pop. Acts featured on the compilation include David Byrne and Bonnie Raitt, as well as such new bands as the Vines.

MARCELO FERNANDEZ BITAR

In Puerto Rico: Popular rapper Tego Calderon and merengue-pop act Giselle have been confirmed as part of the supporting cast of the musical *La Verdadera Historia de Pedro Navaja*. They join salsa singer Gilberto Santa Rosa and pop diva Yolandita Moreno, who play Pedro Navaja and Diana la Momorera, respectively. Calderon will play El Lince de la Barandilla, while Giselle will be Betty McKenna. The musical opens in October at Centro de Bellas Artes de Caguas. . . . Ras Records, home to such popular reggae acts as Culture, Midnite, Israel Vibrations, and Gondwana, has released the self-titled debut album by 11-piece Puerto Rican ensemble Bayanga. The band, led by four percussionists, fuses utempero Caribbean and Brazilian rhythms. Ras Records, a division of Sanctuary Records distributed in the U.S. by BMG Distribution, will release the album in selected European countries this summer.

RANDY LUNA

In the Dominican Republic: A group of rock artists performed June 6 at a concert honoring popular merengue artist Juan Luis Guerra and his band, 4-40. Participating musicians included Audrey Campos, Pavel Núñez, Máximo Martínez, JLS, Laura Rivera, and Tony Almont. The event took place at Teatro La Fiesta del Renaissance Jaragua Hotel and Casino in Santo Domingo. Another show is scheduled for June 13 at Centro de la Cultura in Santiago de Chile. Guerra was present at the tribute, but he did not join the acts onstage.

RANDY LUNA

Dead Or Alive Goes For Another Spin

On June 24, Epic/Legacy will issue *Dead Or Alive's Evolution—The Hits*.

Released May 19 in the U.K., the 18-track set culled songs from *Sophisticated Boom Boom* (1983), *Youthquake* (1985), *Mad, Bad and Dangerous to Know* (1986), *Nude* (1989), *Nukleopatras* (1995), and *Fragile* (2000).

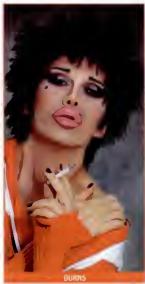
Also included are new recordings of "Lover Come Back to Me," "Turn Around and Count 2 Ten," and "You Spin Me Round (Like a Record)."

"I really did not want to do this album," Dead or Alive frontman Pete Burns says. "I've never been the type to complete a record and then listen to it after the fact. For me, once it's done, it's done."

Needless to say, Burns says he was terrified to compile the songs for *Evolution*. But something happened along the way.

"I was amazed to learn that the songs still sounded modern," he notes. "And they didn't sound like everything else that came out of the Stock Aitken Waterman [production] factory."

Indeed, Dead or Alive hits like "You Spin Me Round (Like a Record)" and "Brand New Lover" remain fresh and vital for today's electroclash contingent.



In recent weeks, Dead or Alive (Burns and Steve Coy) has treated clubgoers in London to a few live shows, including one at the weekly Nag Nag Nag party, held at the Ghetto club. (A U.S. tour is being

discussed.)

"By playing in these electroclash clubs, it becomes clear that our songs are still relevant," Burns says. When asked about the evolution of his image, Burns will only say, "I have nothing to apologize for or explain. I am not harming anyone. It is my art, my self."

Beat Box

By Michael Paoletta
mpaoletta@billboard.com



HIGHER THINGS: Kim English's on-again/off-again relationship with Nervous Records is on (again). According to Nervous A&R director Kevin Williams, the artist's second full-length studio recording (*My Destiny*) is scheduled for a late-summer release. To tide over English's fans until then, Nervous has just issued an English sampler/EP, *New Soul Sides*. Featured tracks include "C'est la Vie," "Love That Jazz," and the neo-soul gem "Simply Grateful."

U.K. label suSu Concept has already released "Simply Grateful" as a single. Both Nervous and suSu will issue remixes of "C'est la Vie" next month.

ABOUT THE CLOUDS: Veteran disco singer Jo-Carol Davidson, who recorded as Jo-Carol, died June 4 at California Pacific Medical Center in San Francisco of a cerebral aneurysm. She was 47.

Throughout the '80s, Jo-Carol recorded for San Francisco-based Megatone Records. Additionally, she recorded with many of the label's artists, including Sylvester, Modern Rockery, and Jo-Lo.

She also lent her voice to such CD-ROMs as *Clifford the Big Red Dog* (Scholastic).

When not in the studio, Jo-Carol—an AIDS and environmental activist—worked at animation studio Wild Brain as its public relations director.

Most recently, Jo-Carol was honoring her musical craft on San Francisco's cabaret circuit.

A memorial service was held June 7 at Fort Funston, part of the Golden Gate National Recreation Area in San Francisco.

Jo-Carol is survived by her husband, Tyler Davidson; her parents, Estelle and Murray Block; and two brothers, Paul and Richard Block.

Club Play

TIME	LAST	TIME	TITLE	ARTIST & NUMBER/TOUGHEN LABEL	Artist
				#126 NUMBER 1	1 Week At Number 1
1	2	4	LOVE THAT MAN (DANCE MIXES)	ANDREW SNOO	Whitney Houston
3	9	12	GETAWAY	ORIGINAL PROGRAMME	Backyending
5	10	7	NOT GONNA GET US (DJ. AUDE, R. MOREL, & L. TEE MIXES)	INTERDISCIPLINARY PHONK	L.A.T.E. ♀
4	7	8	STUCK IN A GROOVE	ANDREW SNOO	Parvati
5	6	9	RELIGHT MY FIRE	ANDREW SNOO	Marie Featuring Lokeshia Ruffalo
6	13	13	NEVER (PAST TENSE)	THOMAS BOY (SUBVERSIVE LABEL) AND THOMAS BOY	The Real Project Featuring Tina Arana
7	14	14	PLAY YOUR PART (REMIXES)	♂ PROGRAMME	Deborah Cox
8	11	18	NOTHING BUT YOU	MATT SNOO	Paul Van Dyke Featuring Hestrick & Jennings
9	4	15	IF YOU'RE NOT THE ONE (INTRO, PASSENGER, MANTESS, S. LAHRENS MIXES)	ANDREW SNOO	Dani Badier ♀
10	13	16	IF THAT'S LOVE (REMIXES)	ANDREW SNOO	Laura Pausani
11	13	10	ROCK YOUR BODY (REMIXES)	JOHN PINK	Justin Timberlake ♀
12	15	22	EASY	JOHN PINK	Groove Armada Featuring Samia Anderson
13	8	9	AMERICAN LIFE (REMIXES)	MARCELO ANDERSON/ANDREW SNOO	Madonna ♀
14	23	32	SO GONE (SCUMFROG MIXES)	♂ PROGRAMME	Monica ♀
15	20	6	I'M GLAD (P. OAKENFOLD & F. O. R. D. MIXES)	EPIC PHONK	Jennifer Lopez ♀
16	25	16	SEDUCE ME NOW	JOHN PINK/ANDREW SNOO	India
17	25	35	INTUITION (REMIXES)	ANDREW SNOO	Jewel ♀
18	26	36	ALRIGHT	THOMAS BOY (SUBVERSIVE LABEL) AND THOMAS BOY	Mark (Dugar & R. Nish) Phonk
19	27	31	REAL LOVE	ANDREW SNOO/ANDREW SNOO	Deborah Cooper
20	13	6	ELEFANTS	ANDREW SNOO	Filiana & Urik
21	26	17	YOU MEAN THE WORLD TO ME	DETTUNE AND	Jung Featuring Hope
22	16	7	DUST-WAY	ANDREW SNOO	Perpetua Dreamer
23	19	13	HEAVENLY LIGHT	ANDREW SNOO	Dawn Talbot
24	33	33	SOMNAMBULIST	NETWORK 2018	BT
25	19	31	PEOPLE ARE PEOPLE	ANDREW SNOO	30 Dirty Queens
26	14	16	I AM READY	ANDREW SNOO	Six Queens
27	21	37	THE 15TH	ANDREW SNOO	Fischmann ♀
28	21	37	LITBY	ANDREW SNOO	Made Me Monsoon Featuring Maria Mena

Dance Singles Sales

[illegible]

* Titles with the greatest sales or club play increases this week. **Power Pick** on Club Play is awarded for the largest point increase among singles below the top 10. The Club Play chart is compiled from a national sample of reports from club DJs. **Video** available. **Catalog number** is for vinyl/multi-angle, or CD/multi-angle, or CD single, respectively, based upon availability. **In Stores** chart. **CD Single** available. **CD Multi-Angle** available. **Vinyl Multi-Angle** available. **Vinyl Single** available. **Cassette Multi-Angle** available. **©1992, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved.**

POWER PICK

[illegible]

HOT SHOT DEBUT

Billboard® TOP ELECTRONIC ALBUMS™

THIS WEEK		LAST WEEK		WEEKS ON CHART		Singles are compiled by Nielsen SoundScan		Title
ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL								
1	3	1	3	SOUNDTRACK		#22 NUMBER 1		3 Weeks At Number 1 Cover As Folk: The Third Season
2	5	3	5	DAVID WALKMAN (SWEET 16) [M]				Ultra-Trace 2
3	2	1	2	VARIOUS ARTISTS (SWEET 16) [M]		20th Anniversary Collection: Ultimate Duets		Pyrex
4	3	2	3	Tiesto (SWEET 16) [M]				Pyrex
5	3	2	3	VARIOUS ARTISTS (SWEET 16) [M]				Ultimate Dance Discs
6	4	5	4	LOUIE DEVITO (SWEET 16) [M]				Dance Discs
7	3	2	3	ELECTRIC SIX (SWEET 16) [M]				Five
8	6	5	6	TMALIA (SWEET 16) [M]				Thalia's Hits Remixed
9	12	9	12	JOHNNY VICIOUS (SWEET 16) [M]				Ultra-Dance CD
10	7	8	7	THE POSTAL SERVICE (SWEET 16) [M]				Give Up
11	13	10	13	THE STREETS (SWEET 16) [M]				Original Prisms Material
12	11	10	11	DJ KRENE (SWEET 16) [M]				Fearless
13	NEW			SOUNDTRACK (SWEET 16) [M]		The Animatics: The Album		
14	12	11	12	MASSIVE ATTACK (SWEET 16) [M]				1000 Windows
15	12	11	12	THE HAPPY BOYS (SWEET 16) [M]				Section Party (Volume 1)
16	NEW			BOB DOUGAN (SWEET 16) [M]				Forever Angels
17	8	9	8	THE RIDGULER (SWEET 16) [M]				Dance Mix NYC - Vol. 2
18	3	4	3	BARY ANNE (SWEET 16) [M]				Mixed Live
19	15	13	15	GOLDENPAPP (SWEET 16) [M]				Black Cherry
20	19	17	19	LOUIE DEVITO (SWEET 16) [M]		N.Y.C. Underground Party 5		
21	7	6	7	CHRISTIAN DWIGGINS (SWEET 16) [M]				Trance Classics
22	20	18	20	THE VEILY CORPORATION (SWEET 16) [M]				The Reckless Man Is Babylon
23	15	13	15	DAVID VESAN (SWEET 16) [M]				Buddha Bar V
24	18	15	18	KUMBARA KINGS (SWEET 16) [M]				All Mixed Up: Los Remixed
25	21	19	21	FISCHERPOONER (SWEET 16) [M]				#1

Club Play

1	TALK 2 ME K-Kiss Featuring Kinase	TORONTO'S SEXIEST LIPS/TORONTO'S SEXIEST LIPS
2	WHENEVER (THE REMIXES) Jody Watley	PLUCKY/BLISS/ARTISTS'DOMINANCE
3	TREMBLE Clare Quilty	JOCKEY
4	DON'T WANNA TRY Frankie J	COLUMBIA
5	FALLING OVER YOU Stratella	JOCKEY

Dance Singles Sales

1	HEAVEN IS A PLACE ON EARTH Readman ADRIAL
2	TALK 2 ME K-Klass Featuring Kinsie FORMER SON OF THE LADY; TALKIN' BOY
3	CERAMICS IS THE BOMB Chris Clark CLASS
4	TANNGA Speedy J MALE
5	FUCK ME ON THE DANCEFLOOR Disco D MALE/MALE

* All items were the greatest sales gains this week. ** Recording Industry Ass'n. † Latin America. § Certification for net shipment of 500,000 albums units (RIAA). ¶ Certification for net shipment of 1 million albums units (RIAA). ■ Certification for net shipment of 75 million units (RIAA). ◆ Number shipped. ▶ Platinum or higher symbol indicates album has multi-platinum level. For boxed sets, and double albums with running time of 100 minutes or more, the RIAA multiples shipments by the number of discs and other tapes. RIAA Latin awards. ○ Certification for net shipment of 100,000 units (RIAA). □ Certification of 200,000 units (Platinum). ▽ Certification of 400,000 units (Multi-Platinum). * Asterisk indicates IRI's available. Most tape prices, and CD prices for BMG and WEA labels, are suggested retail. Tape prices most retail ED. © 1996 Capitol Records Inc. All rights reserved. "The Sound of Music Live!" is a registered trademark of MCA Home Video. "The Sound of Music Live!" is a trademark of MCA Home Video. "The Sound of Music Live!" is a trademark of MCA Home Video. "The Sound of Music Live!" is a trademark of MCA Home Video.

Oil Money Fuels Western Venture

BY DEBORAH EVANS PRICE

Several Texas oil company executives are joining forces to build a new resort and launch a Western music record label northwest of Fort Worth in Graham, Texas.

Wildcatter Records will bow this summer with a new album by veteran singer/songwriter Joni Harms.

Once completed, Wildcatter Ranch will include an amphitheater on the banks of the Brazos River, a recording studio, and a resort offering visitors a variety of experiences, from horseback riding to Western music concerts.

"Sometimes when destiny is taking you by the hand, you just have to go with it," says Anne Skipper, CEO of Wildcatter Ranch and Resort, citing the availability of prime Graham property and the ease with which the new venture is taking off.

When a friend in the Fort Worth tourism industry mentioned the need for attractions outside the Dallas-Fort Worth metropolis, Skipper, longtime oil business associate Ken Haggart, and tourism professional Claire Spivey began laying plans for the resort. The venture takes the name of a person who drills an oil well in an unproven area.

Wildcatter Ranch is currently

open for day excursions and camping trips. Skipper projects the completed resort will open in 2005.

The idea to add a Western music label to the mix came when Western Music Assn. president/cowboy poet Mickey Dawes met the Wildcatter principals at a Texas rodeo. Dawes came on board as president of the new label, Texas businessman Joe Joyer has been named VP of marketing.

"We all believe that this project is very viable," says Joyer, adding that the principals are very excited about having Harms as the flagship artist.

Dawes says that Wildcatter Records will be "a mix of people that love the West and understand the music business."

Harms, whose career includes stints on the Capitol Nashville and Warner Western labels, says she was contemplating issuing her next project independently but is happy to be with Wildcatter.

"The Western music community 'has badly needed to have another label for Western music, another home for artists who are wanting to really focus mostly on making the music vs. trying to do the whole process themselves,'" Harms says.

Harms is currently in a Nashville

studio working on her label debut with producer Bill Watson.

Haggart says Graham is the perfect spot to launch the new resort/record label.

"The location is one hour and 20 minutes from Fort Worth. That's the central corridor for Western music," Haggart says.

"So much Western music is about Western history. Fort Worth [residents] always brag it's where the West began."



(FROM LEFT) JOYER, SKIPPER, DAWES (IN REAR), HAGGART AND HARMS

Will Rogers Nominees Announced

BY DEBORAH EVANS PRICE

NASHVILLE—Curly Musgrave, Dan Roberts, Craig Chambers, Dave Alexander, Sons of the San Joaquin, and Joni Harms are among the top nominees for the eighth annual Will Rogers Cowboy Awards.

The Academy of Western Artists (AWA) will present the awards July 8 in Fort Worth, Texas, at the Scott Theater.

Sons of the San Joaquin, Musgrave, Chambers, Alexander, and Roberts earned three nods each. Harms earned nominations in two divisions: the Western music female and Western swing female categories.

In conjunction with the awards show, the AWA will also host the Western Music Expo July 7-8 at the

Holiday Inn North in Fort Worth.

AWA president Bobby Newton hopes the expo will appeal to "everyone between the musician and the spectator," including those who work in "tape duplication, recording studios, photography, [DJs], publicists, studio musicians, and media."

The expo will also include a talent showcase and a fashion show of Western design clothing.

Based in Gene Autry, Okla., the AWA recognizes excellence in the

Western arts, including music, cowboy poetry, yodeling, and other interests, such as saddle making and chuck wagon cooking. Following is a partial list of nominees in the music categories:

Entertainer of the year: Eli Barsi, Wyllie Gustafson, Jan Tyson, Curly Musgrave, Sons of the San Joaquin. **Western music male:** Don Edwards, Brenn Hill, Curly Musgrave, Dan Roberts, Dave Stamey.

Western music female: Kip Calahan, Belinda Galt, Joni Harms, Jill Jones, Jean Prescott.

Rising star: Kip Calahan, Tammy Gislason, Kata Hay, Kacey Musgraves, Sisters of the Silver Sage.

For a complete list of nominees, log on to billboard.com/bb/awards/index.jsp.



NEWTON

In Troubled Times, Country Embraces Spiritual Themes

Terrorism, war, economic hard times, and a certain amount of bandwagon jumping are among the factors country radio programmers cite for the rise in religious-themed songs getting play in the format right now.

Randy Travis' recent chart-topper, "Three Wooden Crosses," is joined by such spiritual singles as Carson's remake of MercyMe's "I Can Only Imagine," Phil Vassar's recent "This Is God," Sherrie Austin's "Streets of Heaven," Buddy Jewell's "Help Pour Out the Rain (Lacey's) Song," Clay Walker's "A Few Questions," and Jimmy Wayne's upcoming single, "I Love You This Much."

"People are looking for answers and comfort and find both in religion," radio consultant Joel Raab says, explaining the proliferation of these singles.



RAAB

Raah thinks the songs reflect the core values of the "vast majority of country listeners." "Country listeners are, as a lifegroup, more religious, more conservative, and

[more] patriotic than the average Americans, so it's a natural."

"It is very obvious that we're at a time where God, family, and country are top of mind," agrees WCTK Providence, R.I., music director Sam Stevens. "While song themes appear to always come in waves," WKIS Miami

PD Bob Barnett says, "spiritual—however you want to define it—and patriotism never go out of fashion in country music."

Consultant Larry Daniels cites a more earthly reason for the proliferation of spiritual songs: "The moment some subject or style soars to the top of the charts, others will follow, some because they feel

inspired, others because it's just business and they want to take advantage of the current trend."

And while Daniels says, "I can't recall ever having received a com-

plaint from a listener for playing a religious song on a country station," he has received complaints about playing too many of another country music staple: drinking songs.

"That's the great thing about the country format," he adds. "It's about everyday people and the things we do—the good, the bad, the ugly. We've done it all, and [then] we pray for forgiveness."

ON THE ROW: Country WMSJ Jackson, Miss., music director Van Haze joins Universal South Records as Southwest regional promoter, effec-

tive June 23, Haze, who will be based in Dallas, replaces Jake LaGrone, who has formed Fort Worth, Texas-based management company Vantage Entertainment

Nashville Scene
By Phyllis Stark
nashvillebillboard.com



with partners Billy Minick and Rick Smith. Their initial clients are Universal South artist Matt Jenkins and the band Cooder Gray.

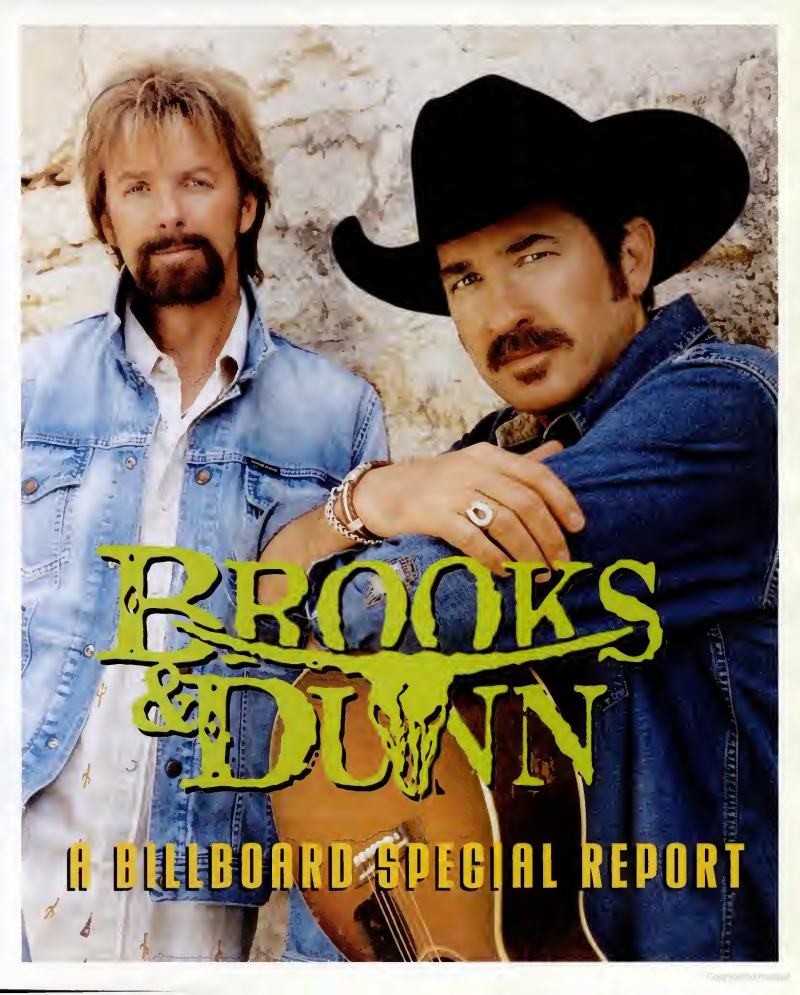
Veteran record promoter Shari Reischner joins Audium Records' promotion team as East Coast national manager. She most recently had been working records for All About Country and previously was a region-

al promoter at Lyric Street Records.

SIGNINGS: Columbia artist and Nashville Star winner Buddy Jewell has signed with the Fitzgerald Hartley Co. for management. Meanwhile, Nashville Star's first runner-up, John Arthur Martinez, has signed with Refugee Management International.

ARTIST NEWS: Country WUSN (US99) Chicago and the Chicago Tribune will sponsor a free outdoor concert with Shania Twain July 27 at Hutchinson Field in the city's Grant Park. The show will be filmed for an NBC-TV special scheduled to air in August. It will be Twain's fourth network special. The event is being produced by Jam Productions. The station is the primary source for distribution of the 50,000 tickets.

Dualtone Records will release June Carter Cash's final recording, *Wildwood Flower*, Sept. 9. Cash recorded the album between October 2002 and March 2003. She died May 15 at age 73 (*Billboard*, May 31).



BROOKS & DUNN

A BILLBOARD SPECIAL REPORT

Hard Workin' Men

Country's Most Successful Duo Has Sold 25 Million Albums, Taken Touring To A New Level And Is Still Having As Much Fun As Ever

BY RAY WADDELL

Like some sort of Butch Cassidy and Sundance Kid of country music, Kix Brooks and Ronnie Dunn have parlayed talent, daring and a renegade spirit into the most successful run a country duo has ever realized.

In a dozen years together, Brooks & Dunn have broken the bank: So far they've sold 25 million albums, scored 17 *Billboard* chart-toppers, walked away with dozens of industry accolades and rocked the world of tens of thousands of country boys and girls in live concerts. As Brooks & Dunn, they found success right out of the box with four consecutive No. 1s from their now multiplatinum debut, *Brand New Man*, in 1991. But their success together came after years of dues paying on their own.

LIGHTNING IN A BOTTLE

Both artists made their bones as songwriters in Nashville while failing to make much impact as solo artists. But together, the duo is lightning in a bottle, weathered artistic shifts, industry cycles and a brief slump with remarkable resiliency. Today, they remain at the top of their game as singers, songwriters and performing artists.

On the surface, the key to B&D's synergistic relationship appears simple: Dunn, the long, lean balladeer with keen songwriter's instincts and a bluesman's soul, and Brooks, the rowdy energizer, life-of-the-party storyteller and onstage dynamo who keeps the party flame well lit.

But the duo's phenomenon is not so easily explained, as they can effortlessly switch roles, with Brooks conveying a ballad with sincere aplomb ("You're Gonna Miss Me When I'm Gone") and Dunn cranking up the intensity with relish ("Hard Workin' Man"). Their harmonies and vocal interplay can breathe new life to a familiar warhorse like "My Maria," and both possess a gambler's nerve and an uncanny knack for zeroing in on hits, creating a versatility and blend few have ever matched.

"It's hard to put your finger on what it is about them," says veteran producer Scott Hendricks, one of the first to work with B&D in the studio and an ongoing fan and friend. "There's just a chemistry that happens with these two guys, and it really works. I've worked with a lot of big artists over the years, and Brooks & Dunn are the definition of 'what superstars are.'"

JOURNEY TO SUCCESS

Kix and Ronnie began their respective journeys distant geographically but near philosophically. Brooks grew up in Shreveport, La., a hotbed of musical influences that includes everything from cajun to country to soul. (He grew up on the same street as Johnny Horton's widow.)

Dunn was born in Coleman, Texas, and moved with his family to another city rife with musical heritage, Tulsa, Okla.

"There was a lot of clubs and a real active music scene," says Dunn of Tulsa. "Leon Russell's band and [Eric] Clapton's band were both from there. All kinds of music mixed up. You could go down to King's Ballroom

Continued on page B-14



THE BILLBOARD INTERVIEW Brooks & Dunn

BY DEBORAH EVANS PRICE

When Brooks & Dunn first hit the charts in 1991, it was like a strong, fresh wind had blown through the country music community. Their hard-charging brand of honky-tonk bravado mixed with wistful introspection earned the duo undying support from legions of fans. Their music speaks of broken hearts and fresh starts, boot-scootin' good times and moments of quiet reflection.

It's a musical landscape populated with neon moons and border towns—terrain that is as rugged emotionally as it is geographically. It's a readily identifiable sound that has made them country music's most successful duo. They've built a thriving career on a foundation of creativity and loyalty, with a healthy respect for each other's differences and appreciation for their common bonds.

Kix Brooks and Ronnie Dunn talk to *Billboard* about their journey.

Former Arista Nashville chief Tim DuBois—currently heading *Universal South* with former MCA Nashville president Tony Brown—introduced you two and subsequently signed you to Arista. What were your initial impressions of each other?

Ronnie Dunn: Tim DuBois had played me a couple of songs that Kix had cut, and I liked the way they sounded. [The music] kind of had an Eagles-type edge to it and was a little more progressive than traditional country. I thought it was cool. When I met him, he didn't have a hat on—just curly hair—and he was a nice, friendly fellow.

Kix Brooks: [Ronnie] wasn't that friendly. I said, "What's his problem?" [Laughs] Tim pretty much did the same thing for both of us. He played me "Boot Scootin' Boogie" and "Neon Moon," and they were really good songs. Ronnie is still the first person I ever met from out of town who hadn't been here [in Nashville] and hadn't been exposed to co-writing who was writing really good country songs. I thought that was just amazing.

What were your hopes and expectations for the first record?

Continued on page B-14



Sony/ATV
Tree

Brooks
&
Dunn

Sony/ATV Music Publishing

NEW YORK

NASHVILLE

LOS ANGELES

THE BILLBOARD INTERVIEW

Continued from page B-2

Dunn: Our initial goal was to get a gold record and tour the Southwest—Texas, Oklahoma, Louisiana and places like that. We were pretty much told ahead of time that we were going to be regionalized. They wanted us to be [known] as a honky-tonk band.

Brooks: Both of us had been kicked in the head so many times, I can remember when we were wanting a gold record and a No. 1, but I don't think either one of us thought that was a real goal as much as a dream.

Dunn: A gold record was an issue of survival more than anything. That's what we had to do to be able to re-up for the second record.

Your debut album has been certified six times platinum. Obviously, it was a hit, and you got the chance to make another. Arista at that time was a new label, breaking ground in Nashville and stirring things up. How did it feel to be part of that?

Dunn: A lot of "No, you can't do that!" was being overcome at that time. The biggest thing that stands out in those early days was what a team effort it was from day one. It made you want to work with that team.

Brooks: There was so much fresh, young energy there—not that the staff was young in years—but the whole energy level was just fun, exciting, great! We didn't feel like [any one artist] was a priority. Everybody worked all together to make that label pop. Tim was really smart in having a small roster. Everybody he had, he firmly believed in. When he signed somebody,

he was determined.

I've heard that, in making the first album, you didn't use the studio musicians everyone else was using at the time and instead took a chance on some new players.

Brooks: At the time, most of those players were demo musicians. I think that had a lot to do with why



Lighting up the stage with an electrifying performance

we were kind of fresh. We made an effort to do different things. After that record hit, all of a sudden, those guys started showing up on a lot of other records. [Then producer] Don Cook became a real successful producer. We felt like we had something really unique and real special early on.

Dunn: Ideally, what we should have done was taken

all those players and just hit the road with them and become a band, but we couldn't afford them. The Stones couldn't afford those guys now.

Brooks: When we did *Brand New Man*, we got to the end of the session, and Paul Worley [now chief creative officer at Warner Bros. Nashville] was upstairs. Paul was a great guitar player. We asked him to

come down and play. He told us he had to go get his kids and he didn't have time. We told him we had a guitar and amp [and asked him to] just do anything. Even if it sucked, we just needed something on there. He had five minutes. He was sitting on the amp, hunkered over, and he did this guitar part and walked through it, then threw the guitar down and ran out of the studio. All of us were like, "What a show off!" Then we started listening to it, and it was pretty cool.

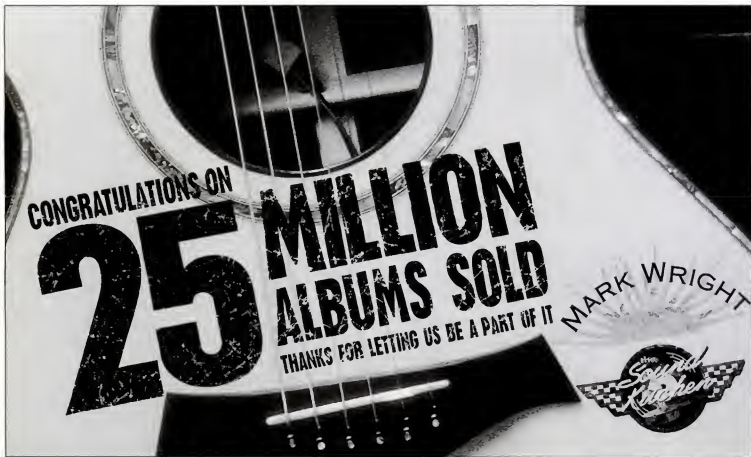
We tried a steel solo that we thought country radio would like and, at the end of the day, we looked at each other and said, "You know, what we had on the demo is what we liked." It's not what we were supposed to be doing, but it's really what we liked.

In what ways are the two of you different?

Dunn: Kix is a lot more accepting and less cynical than I am, but I don't think I'm overly cynical. I'm always the one to initiate change if it comes along. I'm a little more quick to pull the trigger sometimes.

Brooks: Ronnie has the ability to say, "They'll have to understand that, as an artist, we can sell be friends, but I've got to work with somebody else or I'll go nuts because I'm tired of doing this. We already did this." Not that I get locked into a certain place, but, at the

Continued on page B-6



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TALENT AND LITERARY AGENCY

THE BILLBOARD INTERVIEW

Continued from page B-4

same time, if that was successful and fun, you set up and do it again. So, on a lot of the things that we worked out, we thought them through and found compromises.

In what ways are you similar?

Dunn: We have the same goal: making Brooks & Dunn work. We both derive fulfillment from it. If you are going to be thrust into a partnership, it's better to be different than to be similar and walking in the same shoes. We found that our greatest strength has been differences in the long run. It's just like if you try to walk in the same shoes, you are going to crowd one another, and we don't. He's completely different than I am onstage, and that's fine. We gravitate naturally to different parts of the business. We each have our niche.

Brooks: We probably each tend to put a smile on the other one's face. We are real competitive, but at the same time not afraid to appreciate when the other one shines. It was probably harder in the early going than it is now because we were trying to figure out how this was going to shake out.

You've each sung lead on hit singles, but, over the years, Ronnie's voice is the one dominating country radio. Kix, how do you feel about that?

Brooks: Fortunately, radio has embraced Ronnie's voice. That's good. As an artist and a songwriter, it's really satisfying for me to have an outlet for my songs

and, as a singer, I still get to sing on the album. I feel like my voice is there and I've definitely had some good hits as a singer, too. "You're Gonna Miss Me When I'm Gone" was [a No. 1 single] at a time when we needed it. It's not like I feel like somebody's throwing me a bone as much as I have a contribution to make in terms of sales and as an artist. I appreciate what a great singer Ronnie is. I couldn't say that if I honestly was sitting here going, "I could sing as good as he could." I don't feel that way. I appreciate what a great singer he is. I feel like, from a heartfelt singer-

songwriter standpoint. I have something to offer there. That's the kind of singer I am. I'm at peace with it.

Dunn: There is star quality that he has on the live stage that I just can't do. I just can't go there, and that's good. That's what makes it work.

Have you ever thought of doing solo records?

Dunn: Just for selfish reasons. I've thought sometimes about maybe [recording] just a record of music that no one would listen to but me... but there's a dynamic that's even hard for us to see that makes this thing work and gives it magic. When you separate it, at some point it is going to suffer, and I don't think that's necessary—not for the benefit of either one of us being a solo artist.

Your first six albums were each multi-platinum selling releases. Then 1999's Tightrope came along and thus far has only been certified gold. What happened? Were sales hurt by the changes at Arista as

Tim DuBois and other top executives left and the label was folded into the RCA Label Group?

Dunn: Tim said that that record wasn't going to fly. He told me one day, "You could bring me five big hits, we'll never make it fly. We're out of here." It was a really good learning experience. That's just something that happens a lot [when labels are in transition], so we were fragmented. Thankfully [RCA Label Group chairman] Joe Galante stepped in after that one record and saved the day. He set us back on course.

Continued on page B-12



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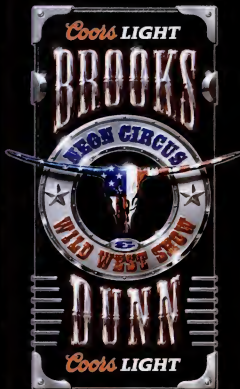
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LEGENDS IN THE MAKING

Friends, Colleagues Share Fond Memories Of Kix And Ronnie's Career

By Debbie Galante Block



Brooks and Dunn with Reba McEntire

Brooks & Dunn have been described by many as "a class act." While country music has gone pop in many ways, friends and colleagues say the guys are current and hip while still remaining true to country music; never forgetting where they came from. Humanitarians as well as entertainers, Brooks & Dunn have raised money for the Monroe Harding Children's Home, Ronald McDonald House and the Women's Hospital at St. Thomas Moore, to name a few.

Don Cook produced and wrote 20 of the songs on the duo's first six albums. "They are the most unaffected guys," he says. "They don't act like what you would think of as stars. They appreciate the success they have, but don't take anything for granted. They do a lot of great things for the community."

Sam Haskell, worldwide head of TV at the William Morris Agency, says, "Kix Brooks and Ronnie Dunn are two of the most benevolent guys I've ever met. They came to my hometown of Amory, Miss., last fall, to headline the 10th-anniversary Stars Over Mississippi Benefit, in honor of my mother. It was to help me raise scholarship money for deserving Mississippi children who need assistance with their educations. A host of other Hollywood celebrities were part of the event, attended by over 10,000 people who lined the Amory High School football field. We raised more money than we ever have. Kix and Ronnie left a little piece of their hearts with the people of Amory that night, and they will

always have a little piece of my heart, as well."

The duo also stays close to its community. Brooks & Dunn contribute to a number of philanthropic organizations and do a variety of things for different charities, both individually and together. Patty Harman, president of Monroe Harding Children's Home, has

experienced the kindness of Brooks first hand. "Kix is an honorary chair for Monroe," she says. "He has done many things for the Home, including helping us with an annual fundraiser."

But, in addition to money, Brooks sets a fine example for the children and shows them how special they are by attending the Home's sports events and dinners.

Harman continues, "He has even brought guitars out here to try to encourage music in their lives. I can't say enough good things about Kix. We've recognized him and his wife as volunteers of the year for everything they have done for us."

GREAT ENTERTAINERS

Most everyone who has worked with Brooks & Dunn keeps them close to their heart. Cook, who continues to work with the duo, says his relationship with them has been the high point of his career. "I got to watch them develop from being a club act to an arena act," he says. "I was there at the last club gig they did in Phoenix. The people were just hanging off the ceiling. It was obvious this place could not contain what was inside it anymore. It was a rush for me to be a part of that. I will always treasure those memories and those times."

When the duo signed to Arista back in the early '90s, Mike Dungan, current president & CEO of Capitol Records Nashville, was there. "From day one," he says, "they were two kids in a candy store having a blast, regardless of the outcome. They are always thinking

Continued on page B-10

Kix & Ronnie,

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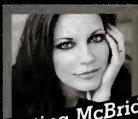
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Chris Cagle



Trace Adkins



Trick Pony



Clay Walker



Brad Paisley



Aaron Lines



Cledus T. Judd



Lonestar



Gary Allan



Jeff Bates

LEGENDS

Continued from page B-8

about the show and reevaluating it, and they realize the importance of having fun rather than just sitting and listening to music. That impresses me more than anything. As personalities and as people, they have not changed since the days they had nothing. They still have the same warmth and the same 'aw shucks' personalities."

Brooks & Dunn's loyalty does not go unnoticed either. Southern California Sound Image has had a relationship with the duo for almost a decade. Everett Lybolt, director of Nashville operations, says, "I really appreciate their loyalty to my company. Their whole organization is just wonderful. It's been great, and I hope they have many more years of success."

Ronnie and Kix bring different talents to the duo, colleagues say. Donna Hilley, president and CEO of Sony/ATV Music Publishing Nashville, says, "As a duo, they are unique and original, and both are great songwriters. They have learned to play to their strengths. Ronnie is just the greatest male singer in country music and knows how to sing his way into the hearts of his fans. Kix is a great entertainer and showman. Together they are the greatest duo ever in country music. They stick to the basics—great songs."

Others confirm what Hilley says. For example, Clive Davis, chairman and CEO of RCA Music Group, agrees that Brooks & Dunn define country music at its finest. "They're absolutely great writers, musicians, vocalists and entertainers," Davis says. "More than successful chart artists, they are truly hall of famers, and I look at their incredible

career milestones with much pride and respect. [They have] provided me with indelible and long-lasting memories."

Perhaps one of the most important keys to a long, illustrious career is the "live" connection to fans. Reba McEntire says, "Like Merle Haggard, Willie Nelson and Johnny Cash were the songwriters who created the classic country songs of their generation, Ronnie and Kix have written some of the songs that will become classics of our generation. They work extremely hard to deliver live shows that thrill the fans, which is so important in having a long-term career. They're great to tour with, and I'm lucky to have them as my friends."

Toby Keith says, "Ronnie is a great honky-tonk singer—probably the best in a long time—and a real good songwriter. Throw in Kix Brooks' songwriting and energetic performances, and you end up with an electric rodeo."



Kind words: Toby Keith

DREAM COME TRUE

International lighting company Bandit Lite's started working with Brooks & Dunn when they first started headlining. Mike Golden, V.P. says, "They're not just music, they're entertainment."

In their 2003 show, they've incorporated a 25 to 30 foot wide steer head made out of strobes. They probably pump more confetti into the crowd than any act I deal with. They have streamers that shoot out from the stage and different inflatables. Almost every song has its own gag in it. They do everything from rock'n'roll to your softest ballads. It's a show we are all very proud of."

Dick Clark agrees. "Part of the magic of Brooks & Dunn lies in the way they present themselves. They truly enjoy their performances. The music is great, but their personalities... they endeavor themselves to the audience," he says, still laughing about an incident that hap-

pened at the Academy of Country Music Awards that only went to prove that the show must go on. "As part of their road show scenery, Brooks & Dunn had a giant inflatable bull; it was as big as the whole stage. Well, that bull decided to collapse in the middle of the act on live television. We got a lot of mileage out of that. The sagging bull—it was a riot, and the joy of live television."

Artists who tour with the band consider themselves lucky. Aaron Lines says, "I've always been a fan of Brooks & Dunn, so it's a dream come true to actually tour with them. I find myself going out to watch their sets every night, not only as a fan of their music but because it's a great learning experience for me at this stage in my career."

Also an opening act on Brooks & Dunn's current tour is Jeff Bates. He says, "I think that Ronnie Dunn is the country vocalist of our generation. He can wrap his voice around a song and deliver it like nobody else. Kix Brooks is not only a solid tunesmith, he has the ability to communicate on a personal level with his audience as if he had run into them at the grocery store. He makes them feel comfortable and right at home and then turns right around and kicks their butts with unbridled spontaneous energy that rolls off the stage like an Oklahoma tornado."

Troy Lee Gentry, who, along with Eddie Montgomery, makes up one half of Montgomery Gentry, says, "In the Spring of 1999, we started out with 'Hillbilly Shoes,' and it was that fall that Brooks & Dunn's manager gave us a call to do some dates with Kix and Ronnie. They were great to us, and we learned a lot from watching them. They invited us back out with them last year on the Neon Circus tour."

"Kix and Ronnie are legends. We respect them and appreciate all they've done to pave the way—but they're getting old, so they better watch out ... we're after their asses," laughs Montgomery. ■



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THE BILLBOARD INTERVIEW

Continued from page B-6

How?

Dunn: Just having that solid machine. Joe has a monster over there, and he runs it like a very organized factory. What you need behind you is a support team. It's as [important] as your art and your music. You can have all the stars lined up, you can be a great singer or songwriter and make good music, but if you don't have that machine behind you, you aren't going to get a shot. Especially in today's environment, it's just not going to happen.

New duo Montgomery Gentry came on strong and was nipping at your heels. Tightrope hadn't done as well as previous albums and the Steers & Stripes album was coming at a critical juncture. How did you feel going into it?

Brooks: There was a lot of creative energy going in to that record. Mark Wright wanted to show us that he is a great producer. Galante wanted to show that Brooks & Dunn is still a viable act and he'd put us back on the map where we were two records ago. Ronnie and I obviously wanted to come in and show Joe and Mark what we could do, so everybody comes to the table wanting to be at the top of their game. Instead of in this routine of "OK, let's make another record," all of a sudden we were like, "Let's really show everybody what we can do here." Everybody was thinking that way.

Dunn: Joe was determined to show us that he could make it happen and he was behind it. What a great place to land.

Seems like there were some rumors swirling around the industry at this time.

Dunn: Other labels were starting rumors that we

were breaking up, and they'd tell radio that there wasn't much going on here.

Ever any truth to any of those rumors?

Brooks: We've never felt like quitting. We have said if we can make it two more years, we'll be OK. But two years come around, and we say, if we can make it two more years... [laughs]

Dunn: When we say that, we are beat up and tired. I remember jumping up one day in South Dakota—we battled a blizzard all night long on the road—and I walked on the bus and said, "I'm quitting, I can't take it." It was just awful.

The new album, Red Dirt Road [due July 15], has a lot of the good-time, fun songs people expect from Brooks & Dunn, but it also feels more introspective.

Dunn: This is the most honest record we've made since *Brand New Man*. I think a lot of it is where we are in life. And I think the undercurrent that triggered this reflection is what's going on in the world. It's the first time we perceived us, as Americans, as being threatened. Once that happens and you take a quick look around and take these little snapshots of how you grew up, you go, "This isn't so bad." I think we needed that as a culture.

You've been doing the Neon Circus tour for three years now. How did you come up with the concept?

Dunn: We saw Cirque du Soleil in Vegas, and I loved the way the cast would work the crowd and I threw out the idea of coming up with ways to integrate that with a kind of a rodeo type presentation with different characters.

Brooks: Before the show started in Vegas, they had clowns that were walking the aisles and grabbing people's popcorn out of their hands, just screwing every-

thing up. I saw that and I told Ronnie we ought to get some rodeo clowns out there and just screw with people. One thing led to another, and we have a big mess on our hands now. [laughs]

Dunn: You will be involved whether you want to or not. When you buy that ticket, just get ready to come fly, that's it.

Brooks: We set up at 3 o'clock in the afternoon, and the main stage starts at like 5:30. We have a hypnotist that hypnotizes people and the world's strongest man that does all this wild stuff. We have BMX bikers, the guys bring all their ramps and do all these types of things. There's just a whole variety of things going on, a lot of stuff for people to do and see to keep them occupied so there's no down time.

After more than a decade together, how would you describe your relationship?

Dunn: We are just like brothers, and that's good. There is an understanding. When the music is done, we go hang out and do everything we like to do and enjoy that. We aren't nearly as different in real life as we are on stage.

Brooks: The comfortable thing about our relationship is it doesn't need a lot of maintenance. That's a comfortable friendship. We can get together and have the time of our lives, whether it's hunting or whatever.

You've had an incredibly successful run and it doesn't seem to be slowing down. How much longer do you see Brooks & Dunn continuing?

Dunn: The public will dictate that. We enjoy doing this more than anything. This is it. I have enough money, but what else am I going to do, golf? I don't think so. There's nothing I like better. I'm on vacation doing what I do, nothing else compares. I'd rather be doing this. That's sick. [laughs] ■

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On The Charts

THE DUO'S BIGGEST HITS

Brooks & Dunn's top album, *Borderline*, spent seven weeks at No. 1 on Top Country Albums and is one of three chart-topping discs for the duo. The act's other two No. 1 sets were *Steers & Stripes* (2001) and *Waitin' on Sundown* (1994). On the Hot Country Singles & Tracks chart, they have scored a whopping 17 No. 1 singles—making them the duo with the most No. 1 titles on the country singles chart. Additionally, they have earned 44 top-40 entries on this chart. "Ain't Nothing 'Bout You," released in 2001, is their longest-running No. 1. The track spent six weeks atop the chart.

Titles on these charts are ordered by peak position on their respective chart. It more than one title peaked at the same position, ties were

broken by the number of weeks spent at the peak. It lies still remained, they were broken by the number of weeks on the chart and then in the top 10 and/or top 40, depending on where the title peaked.

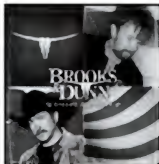
The charts were compiled by Keith Caulfield.



TOP COUNTRY ALBUMS

Rank, Title, Peak Position, Debut Date (Label)

1. *Borderline*, No. 1, May 4, 1996 (Arista Nashville)
2. *Steers & Stripes*, No. 1, May 5, 2001 (Arista Nashville/RLG)
3. *Waitin' on Sundown*, No. 1, Oct. 15, 1994 (Arista)
4. *Hard Workin' Man*, No. 2, March 13, 1993 (Arista)



Steers & Stripes holds the No. 1 single, "Ain't Nothing 'Bout You"

5. *The Greatest-Hits Collection*, No. 2, Oct. 4, 1997

(Arista Nashville)

6. *Brand New Man*, No. 3, Aug. 31, 1991 (Arista)

7. *If You See Her*, No. 4, June 20, 1998 (Arista Nashville)

8. *Tight Rope*, No. 6, Oct. 9, 1999 (Arista Nashville/RLG)

9. *It Won't Be Christmas Without You*, No. 12, Oct. 26, 2002

(Arista Nashville/RLG)

10. *Super Hits*, No. 43, April 17, 1999

(Arista Nashville)

HOT COUNTRY SINGLES & TRACKS

Rank, Title, Peak Position (Weeks on Chart), Debut Date (Label)

1. "Ain't Nothing 'Bout You," No. 1 (6), Feb. 17, 2001 (Arista Nashville)
2. "Boot Scootin' Boogie," No. 1 (4), May 23, 1992 (Arista)
3. "How Long Gone," No. 1 (3), July 4, 1998 (Arista Nashville)
4. "My Maria," No. 1 (3), April 6, 1996 (Arista)
5. "If You See Him/If You See Her" duet with Reba, No. 1 (2), May 2, 1998 (MCA Nashville/Arista Nashville)
6. "My Next Broken Heart," No. 1 (2), Oct. 12, 1991 (Arista)
7. "Neon Moon," No. 1 (2), Feb. 1, 1992 (Arista)
8. "You're Gonna Miss Me When I'm Gone," No. 1 (2), June 10, 1995 (Arista)
9. "Brand New Man," No. 1 (2), June 22, 1991 (Arista)
10. "She's Not the Cheatin' Kind," No. 1 (2), Aug. 27, 1994 (Arista)

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HARD WORKIN' MEN

Continued from page B-2

and hear Asleep at the Wheel, David Allan Coe and people like that, and, at the same time, you go across town and hear Clapton's band sitting in and jamming at a blues or rock club."

Their two paths converged in Nashville as songwriters, with Kix enjoying some chart success via other artists and Dunn having won the national Marlboro talent contest.

FUTURE CHART-TOPPERS

"Part of [Ronnie's] winnings included 40 hours in the studio with producer Barry Beckett, and I engineered it," recalls Hendricks. "I fell in love with his voice."

Hendricks took Dunn's tapes to Tim DuBois, then head of fledgling Arista Nashville. As Hendricks and DuBois traveled to Knoxville for a Tennessee Volunteers football game, Hendricks popped in a Ronnie Dunn



tape that included three future No. 1s: "Boot Scootin' Boogie," "Neon Moon" and "She Used to Be Mine."

Meanwhile, producer Don Cook had been pitching Brooks to DuBois, who was hot to sign a duo to Arista Nashville. "That was when Allen Butler and Mike Dunagan were at the label with me, and all three of us were working on it, but we couldn't find [a duo] that really excited us," says DuBois. A Brooks/Tim Mensiey duo deal never worked out, so Hendricks suggested Dunn.

"I thought that was a great idea, so I took Kix and Ronnie out to lunch and introduced them," says DuBois. "I said, 'You may think I'm crazy, but you guys need to hang out and write together and see what happens.' Within three or four weeks, the first song they brought to me was 'Brand New Man,' and I pretty much offered them a deal on that."

"The first day all three of us got together," adds Cook, "we wrote a No. 1 song, so, yeah, I guess you could say there was a little chemistry there. The beautiful thing was, nobody would give us songs, so we had to write 'em ourselves. I thank God for that now."

After DuBois sealed the duo deal and Bob Tittle came in as manager (Clarence Spalding joined the management team in 1993), Cook and Hendricks entered the studio to record the tracks that became *Brand New Man*. According to Brooks, DuBois "gave us all the rope that we needed to hang ourselves. That really made us feel good that he had enough faith in our ability to let us go do what we do."

The title cut topped the *Billboard* chart in September of 1991, and Brooks & Dunn never looked back. "It had a little magic dust on it," DuBois says of the project. "The more music we made, the more excited we all got about it."

Such out-of-the-gate success even caught their manager off guard.

Continued on page B-16

The meteoric rise of line dancing and the dozens of country music dance clubs that sprouted up in the early '90s were in part propelled by country's first big remix, a dance version of Brooks & Dunn's "Boot Scootin' Boogie."

Permed by Ronnie Dunn in homage to a legendary Tulsa, Okla., watering hole, "Boot Scootin' Boogie" was the duo's fourth single. It spent four weeks at No. 1 on the Billboard country chart in the late summer of 1992. Despite its success and terpsichorean success matter, dance remixes in country music were uncharted territory. Some might say it were so for a reason.

"That [remix] started a revolution that a lot of us might have been better off without," laughs Tim DuBois, who signed Brooks & Dunn to Arista Nashville in 1991. "You know something's going on when you've got three country dance clubs in Youngstown, Ohio."

Producer Scott Hendricks came up with the notion of a country dance mix. "I had an idea to do a dance mix that was actually a little different from what we ended up with," Hendricks recalls. "I was looking for someone to let me experiment creatively with their music, and 'Boot Scootin' Boogie' was a good candidate. To their credit, Kix and Ronnie said, 'Go for it.' A lot of people wouldn't have gone out on that limb."

Engineer Brian Tankersley, a Los Angeles import to Nashville production, came up with the actual mix,

The Remix Of "Boot Scootin' Boogie" Got Fans Lining Up On Dance Floors Across The Country



Audiences still have an overwhelming reaction to "Boot Scootin'."

Hendricks says. "He did about a minute and a half of that song, and I took it to Kix and Ronnie. They didn't know what to think, but Tim said to finish it," says Hendricks.

According to DuBois, "I'm not gonna say I thought it was a great idea, but it was the perfect song to do it with. And it started a phenomenon."

Some at Arista Nashville were opposed to the idea, says Hendricks. "I'm not gonna mention any names, but somebody over at Arista said, 'This will never fly,'" he says, adding that, ultimately, the final decision went to the artists. "Kix and Ronnie signed off on it. I gave them credit; it was a bold thing for them to do."

Many of the country dance clubs disappeared as quickly as they sprung up, but line dancing retains a devoted following among the hardcore, as does the song. "I've gone with other acts into places like Billy Bob's and, to this day, just as soon as that song comes on, people swarm the dance floor," notes B&D co-manager Clarence Spalding. "It was the right song at the right time."

Co-manager Bob Tittle agrees that "Boot Scootin'" was the centerpiece of the early '90s country club boom but thinks other B&D records equally impacted the success of the duo's early career. "It's interesting that there has been so much focus on 'Boot Scootin'," he says. "But really, the stealth career record for them was 'Neon Moon.' We sold a quarter of a million records of the debut single."

"Brand New Man." Then, the second single, "My Next Broken Heart," was a big hit at radio but had no impact on record sales.

"But with 'Neon Moon,'" sales exploded, "Tittle continues, "and then we followed that up with 'Boot Scootin'."

And the rest, as they say, is history.

—R.W.

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HARD WORKIN' MEN

Continued from page B-14

"I saw them at first as an act that would have hits at radio and sell a lot of records in the Southwest," says Titley. "Once that first album got going, it was pretty clear they were destined to be pretty strong."

The B&D writing collaboration has lasted; while the two often write separately, the title cut of their latest album, *Red Dirt Road*, is a Brooks/Dunn co-write. The song, an exuberant coming-of-age, midtempo tune, ranks up along with any song the two have ever written.

The depth of the new record gives testament to a career with legs. "As far as their durability, everybody

involved is a dedicated, hard worker, from them on down," says Titley. "But, ultimately, it comes down to the music."

IN THE STUDIO

With Brooks & Dunn, work ethic melds with fun-loving spirit, which leads to good records. "They're like a couple of big kids in the studio, always wanting to have a good time," observes Mark Wright, producer of B&D's last two studio albums, along with a Christmas record. "My job, a lot of the time, is to make sure the song doesn't get screwed up by the record."

Wright says Kix and Ronnie often leave the studio with tracks and work on vocals at their respective home

studios. "Vocally, they get a lot done at their houses," he says. "Ronnie will go out to the barn, and Kix has a studio in his basement."

The two are both open to a free exchange of ideas. "We're all three songwriters, and a lot of ideas get thrown back and forth," says Wright, adding that the duo is more than willing to take chances. "When you've done 11- or 12-years' worth of records, you have to start being adventurous, or you'll repeat yourself. They don't mind to ever repeat themselves, and that's one of the things I love about them."

Those along for the whole ride continue to be impressed. "To watch this thing grow from an idea to an industry has been a remarkable thing," says Cook. "I was at their last club date at Tootie's in Phoenix, and it was wild. You could see that this was no club act."

PROFESSIONAL, FREE-WHEELIN'

For all their free-wheelin' persona, B&D maintain a busy schedule both on the road and off. But not too busy...

"One of the things about them that continues to impress me is their desire and work ethic, knowing they don't have to be out there doing it," says Wright. "Don't get me wrong, these guys know how to recreate. I ask 'em, 'You guys were only in [the studio] for two hours, what are you doing with your other 22 hours?'"

Much of that time has been spent running up and

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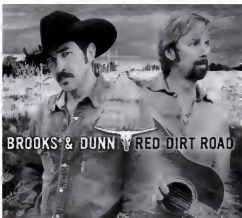
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down the highway. From the beginning, B&D have worked the road hard. "They take their job and music as seriously as anybody you'll see, but they still know how to have a good time doing it," says Rick Shipp, co-head of the William Morris Agency's Nashville office and B&D's agent since they started touring. "I truly believe if they weren't having a good time, they wouldn't be out there."

In the loosely defined managerial duties of Titley and Spalding, the latter oversees touring. It is a touring career built with care. "When I came on board [in March of 1993], they were the opening act for Reba McEntire," says Spalding. "In the fall of '93, we went out into some small markets to test the waters to see if we had enough juice to headline ourselves. We sold them all out."

While other bands may have headlined earlier, Brooks & Dunn waited until they had eight top-10 hits under their belts. "I imagine there were probably some people in town calling us fools for leaving all that money on the table," says Spalding. "But it was a group decision that, when we went out as headliners, we wanted to make sure we had the fanbase to support it. We found out we did."

Professionalism also marks the duo's touring career. "I don't think I've ever cancelled a date on them, and we're talking about well over 1,000 shows," says Shipp. "I had 'em on a run through the Southwest back in '91, and Ronnie got sick and couldn't sing. Rather than cancel a date at Billy Bob's Texas [Fort Worth], Kix sang lead. They were just 'Brooks & that night.'"

Since they have been a headlining act, B&D have focused on keeping their tours consistently innovative

and entertaining, from co-headlining treks with Reba McEntire to their multi-act Neon Circus & Wild West Show—now in its third incarnation—with more than 100 shows in the books. With top-rank support that has included Montgomery Gentry, Toby Keith, Keith Urban, Trick Pony, Dwight Yoakam and Rascal Flatts, the Neon Circus amphitheater extravaganza has turned into the country party that kicks off the summer.

AT HOME ONSTAGE

Brooks says Neon Circus is about providing a continuous good time for fans. "There's a lot of stuff for people to do and see, and then they take it in between acts and see jugglers and [we] keep people occupied so there's no down time," he says. "You can come and bring your girlfriend or kids or whoever, and you know from the time you get there that there will be something to do." Adds Dunn of the tour's sponsor and backstage camaraderie, "There's no risk when you have Coors on board. Free beer."

Owning a stage presence honed in beer joints and dancehalls, Kix and Ronnie are as at home onstage as in the studio. "They're one of the best live acts I've ever seen," says Brian O'Connell, who oversees country music for Clear Channel Entertainment (CCE), producers of Neon Circus. "With the amazing vocal talents of Ronnie and the wildness of Kix, it's like controlled chaos. They feed off the crowd. I've never seen them have an off night."

They've seldom had an off night at the box office either. Even during country music's lean years of the past decade, B&D have been a robust and consistent box-office performer, having reported nearly \$130 million in concert grosses to Billboard Boxscores as headliners.

Such touring success is no accident. "They're always very conscious of the package, the sound and lights, the gags, the music, the whole thing," says Shipp. "Ronnie and Kix, their management, the crew, the band—they're all guys that know how to do their jobs and enjoy doing it."

According to Dunn, "It's a blast. Going out there and doing those shows is fun."

Kix and Ronnie are very involved in what ends up onstage. "They have a vision of what they want to project, and it's my job to put it together," says Spalding.

Touring, recording and songwriting have combined to create a career of impressive consistency. "It all comes back to their work ethic," says Spalding. "They were journeymen. They had years of playing in the clubs and surviving in this business without record deals or hits."

DOWN THE RED DIRT ROAD

As for what the future will bring to this dynamic act, it is a safe bet it won't be boring. Whether it's doing CMT's *Crossroads* with ZZ Top or co-headlining the Jackson County Fair in Jackson, Mich., in August with Sheryl Crow, Brooks & Dunn continue to push the envelope.

"Kix and Ronnie are always open to doing lots of things," says Spalding. "I wish I knew where it was going from here. Every year, we're trying to create something better, not necessarily bigger."

In terms of record-making, Tinsley has a pet project for the duo he'd like to see come to fruition. "I come out of the honky-tonk world, and a secret part of me wants to see them do a real honky-tonk record," he says.

The road is always part of the plan. Spalding says the B&D camp already has 80% of 2004's touring booked. It won't be another Neon Circus outing, but rather the *Red Dirt Road* tour. "We're not going to do away with Neon Circus," he stresses. "We're just doing it three years in a row. It's time to give it a rest and then bring it back in a couple of years. This year, Neon Circus travels 12 trucks and 123 people; it has been very profitable, but it's so big, we end up having to play the same places every year."

Tinsley takes a similar view. "A *Red Dirt Road* tour concept ties into the album well, and it fits a need. There are some valuable markets we've had to bypass on Neon Circus."

And Brooks & Dunn never want to keep going to the same places. ■



This year's Neon Circus, from left: Rascal Flatts (Jay DeMarcus, Gary LeVix, Joe Don Rooney), Aaron Lines, Kix Brooks, Ronnie Dunn, Jeff Bates, Brad Paisley and Cledus T. Judd

25 million albums 1 million miles.

Congratulations Kix and Ronnie.

May the road ahead be filled with continued success.

HB

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LAST WEEK	THIS WEEK	Airplay monitored by Nielsen Broadcast Data Systems		TITLE PRODUCER (S)ONGWRITER	IMPRINT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION	LAST WEEK	THIS WEEK	Airplay monitored by Nielsen Broadcast Data Systems		TITLE PRODUCER (S)ONGWRITER	IMPRINT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION
		LAST WEEK	THIS WEEK							LAST WEEK	THIS WEEK				
1	3	🔥🔥 NUMBER 1 🔥🔥 2 Weeks (to Number 1)		BEER FOR MY HORSES STRENGTH & HONOR (LAWRENCE)	Toby Keith Outlaw With Willie Nelson & Don Pepe	1	31	—	—	🔥🔥 HOT SHOT DEBUT 🔥🔥		IT'S FIVE O'CLOCK SOMEWHERE ATLANTA (LAWRENCE) & JAMES	Alan Jackson & Jimmy Buffett	31	
2	6	MY FRONT PORCH LOOKING IN P. DUFFY & MICHAEL FRICKE (LAWRENCE)		Lonnie Star	2	32	32	29	—	—	WHEN YOU THINK OF ME CLARENCE (MURPHY) & JAMES	Mark Wills	29		
3	4	LOVE YOU OUT LOUD M. GILBERT & MICHAEL FRICKE (J. PHILLIPS, NELSON)		Renee Platts	3	33	34	34	—	—	THREE MISSISSIPPI YOUNG (LAWRENCE) & JAMES	Terry Clark	33		
4	1	I BELIEVE MICHAEL FRICKE (J. PHILLIPS)		Clayton Kershaw	4	34	33	33	—	—	SOMEDAY YOUNG (LAWRENCE) & JAMES	Vince Gill	34		
5	9	STAY GOLD C. DUFFY & J. PHILLIPS (J. PHILLIPS)		Jimmy Wayne	5	35	36	36	—	—	HEAVY LIFTIN' JAMES (LAWRENCE) & JAMES	Blake Shelton	35		
6	5	THREE WOODEN CROSSES J. PHILLIPS & J. PHILLIPS (J. PHILLIPS)		Wendy Davis	6	36	37	38	—	—	ONLY GOD (COULD STOP ME LOVING YOU) JAMES (LAWRENCE) & JAMES	Emerson Drive	36		
7	10	SPEED B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Montgomery Gentry	7	37	36	37	—	—	YOU'RE STILL HERE JAMES (LAWRENCE) & JAMES	Faith Hill	37		
8	12	ALMOST HOME B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Crash Morgan	8	38	40	40	—	—	I'M JUST A GIRL JAMES (LAWRENCE) & JAMES	Deane Carter	38		
9	14	RED DIRT ROAD B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Brooks & Dunn	9	39	39	39	—	—	BILLY A LITTLE STRAIGHTER C. DUFFY & J. PHILLIPS (J. PHILLIPS)	Ricky Van Shelton	39		
10	13	THE LOVE SONG B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Juli Baker	10	40	41	41	—	—	I CAN'T BE YOUR FRIEND JAMES (LAWRENCE) & JAMES	Nashville	40		
11	15	CELEBRITY FRICKE & J. PHILLIPS		Brad Paisley	11	41	43	43	—	—	DAYS LIKE THIS CLARENCE (MURPHY) & JAMES	Rachel Pritchard	41		
12	14	FOREVER AND FOR ALWAYS B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Shane Twiss	12	42	43	43	—	—	THIS FAR GONE JAMES (LAWRENCE) & JAMES	Jennifer Hanson	42		
13	16	TELL ME SOMETHING BAD ABOUT TULSA L. DUFFY & J. PHILLIPS		George Strait	13	43	42	42	—	—	LOVE CHANGES EVERYTHING CLARENCE (MURPHY) & JAMES	Aaron Lewis	43		
14	5	WHAT A BEAUTIFUL DAY B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Chris Cagle	14	44	45	49	—	—	WAVE ON WAVE B. DUFFY & J. PHILLIPS (J. PHILLIPS)	Pat Green	44		
15	8	RAINING ON SUNDAY B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Keith Urban	3	45	48	48	—	—	IT DOESN'T MEAN I DON'T LOVE YOU B. DUFFY & J. PHILLIPS (J. PHILLIPS)	McIntyre	45		
16	12	HAVE YOU FORGOTTEN? B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Garry Worthy	1	46	50	50	—	—	EVERY LITTLE THING ATLANTA (LAWRENCE) & JAMES	Janie Duff	46		
17	17	THE TRUTH ABOUT MEN B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Tracy Byrd	16	47	58	58	—	—	WHO WOULDN'T WANNA BE ME ATLANTA (LAWRENCE) & JAMES	Keith Urban	47		
18	21	99.9% SURE (I'VE NEVER BEEN HERE BEFORE) L. DUFFY & J. PHILLIPS		Brian McCombs	18	48	—	—	—	—	STREETS OF HEAVEN ATLANTA (LAWRENCE) & JAMES	Shannon Austin	48		
19	15	BIG STAR B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Kenny Chesney	2	49	—	—	—	—	THIS ONE'S FOR THE GIRLS B. DUFFY & J. PHILLIPS (J. PHILLIPS)	Martina McBride	49		
20	22	WHAT THE WORLD NEEDS B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Wayne	20	51	59	59	—	—	GOODSPEED (SWEET DREAMS) ATLANTA (LAWRENCE) & JAMES	Dixie Chicks	50		
21	22	THEM THEY DO B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Tracy Adams	21	51	57	57	—	—	LONG BLACK TRAIN B. DUFFY & J. PHILLIPS (J. PHILLIPS)	Jason James	51		
22	24	NO SHOES, NO SHIRT, NO PROBLEMS B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Kenny Chesney	22	52	—	—	—	—	THE BACK OF YOUR HAND ATLANTA (LAWRENCE) & JAMES	Dwight Yoakam	52		
23	24	BACKSEAT OF A GREYHOUND BUS B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Sara Evans	23	49	54	54	—	—	I'M MISSING YOU ATLANTA (LAWRENCE) & JAMES	Kenny Rogers	49		
24	25	REAL GOOD MAN B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Tim McGraw	24	54	57	57	—	—	I CAN ONLY IMAGINE ATLANTA (LAWRENCE) & JAMES	Jeff Carson	54		
25	25	A FEW QUESTIONS B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Clay Walker	25	55	53	53	—	—	FOUR-WHEEL DRIVE B. DUFFY & J. PHILLIPS (J. PHILLIPS)	John Michael Montgomery	52		
26	30	WHAT WAS I THINKIN' B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Clarks Bentley	26	56	53	—	—	—	LOVIN' ALL NIGHT ATLANTA (LAWRENCE) & JAMES	Patty Loveless	53		
27	26	ONE LAST TIME B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Dusty Drake	26	57	—	—	—	—	CAN YOU HEAR ME WHEN I TALK TO YOU JAMES (LAWRENCE) & JAMES	Ashley Gearing	57		
28	31	SHE ONLY SMOKES WHEN SHE DRINKS B. DUFFY & J. PHILLIPS (J. PHILLIPS)		Joe Nichols	28	58	—	—	—	—	IN MY DREAMS ATLANTA (LAWRENCE) & JAMES	Rhett Davies	58		
29	32	HELP FOUR OUT THE RAIN (LACEY'S SONG) C. DUFFY & J. PHILLIPS		Bailey Jewell	28	47	47	—	—	—	SUDDENLY DUFFY & J. PHILLIPS (J. PHILLIPS)	LuAnn Platter	47		
30	30	LOVE'S GOT AN ATTITUDE (IT IS WHAT IT IS) C. DUFFY & J. PHILLIPS		Amy Delley	27	60	—	—	—	—	HONESTLY WRITE ME A LIST ATLANTA (LAWRENCE) & JAMES	Bonny Adair	60		

* Figures showing an increase in detections over the previous week, regardless of chart movement. Compiled from a national sample of airplay supplied by Northern Broadcast Data Systems' radio track service. 140 Country Stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Airplay awarded to songs appearing in the top 25 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. Titles below the top 25 are removed from the chart after 26 weeks. * Detections available. Listing number of CD Singles, or Vinyl Single if CD Single is unavailable. ** CD Single available. *** DVD Single available. **** CD Maxi-Single available. ***** Cassette Maxi-Single available. * Vinyl Maxi-Single available. * Cassette Maxi-Single available. © 2003, 1999 Billboard Music Co. All rights reserved.

Billboard® TOP BLUEGRASS ALBUMS™

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Billboard® TOP COUNTRY SINGLES SALES

References

LAST WEEK		THIS WEEK		Singles data compiled by Nielsen SoundScan		ARTIST	
		TITLE (IMPACT) & NUMBER (ALBUM) (NO LABEL)					
1	1	PICTURE	JOHNNY DENTON	(10)	NUMBER 1 (10)	Kid Rock Featuring Allison Moorer	
2	2	HELP POUR OUT THE RAIN (LACEY'S SONG)	LIL' JON & THE LOUDWAX	(1)	NUMBER 2 (1)	Buffy Jeanne	
3	3	STAY GONE	DELAUNAY	(1)	NUMBER 3 (1)	Jimmy Fallon	
4	4	WHAT WAS I THINKIN'	CARLETTI 1780	(1)	NUMBER 4 (1)	Darius Berryette	
5	5	LANDSLIDE	ALVIN & THE CHAMELEONS	(1)	NUMBER 5 (1)	Dixie Chicks	
6	6	SPEED	THE MOUNTAIN GOAT	(1)	NUMBER 6 (1)	Montgomery Gentry	
7	7	GOD BLESS THE USA	LOUIS LOMAX	(1)	NUMBER 7 (1)	Lee Greenwood	
8	8	LOVE WON'T LET ME	ERIC BURDON	(1)	NUMBER 8 (1)	Tammy Cochran	
9	9	IT DOESN'T MEAN I DON'T LOVE YOU	JOHNNY DENTON	(1)	NUMBER 9 (1)	McHaleys	
10	10	CAN'T FIGHT THE MOONLIGHT	JOHN DENTON	(1)	NUMBER 10 (1)	LARRY RIVERS	

ALBUMS

Edited by Michael Paoletta

POP► **SARAH BRIGHTMAN**

Harem
PRODUCER: Frank Peterson
Angel 37180

RELEASE DATE: June 10

The concept behind *Harem* is blending Middle Eastern melodies and rhythms with Western dance-tinged pop—something O'ra Haza, and even Sting, already achieved with more ingenuity and dance-floor credibility. But Brightman's soprano voice is what's unique here. While she lacks the power to sell several tracks, her lithely delivery is certainly easy on the ears. She's at her best putting subtle spins on such old chestnuts as "What a Wonderful World" and "Stranger in Paradise." She occasionally hits stride in her Middle Eastern milieu: "Mysterious Days" is potent and original, and "The Journey Home" (by Indian film composer A.R. Rahman) displays intriguing melody lines. Iraqi singer Kadm Al Ashir joins Brightman on "The War Is Over Now"—a smart move with solid results, but one that leaves listeners wondering why similar creative decisions aren't apparent elsewhere on the set. —**WH**

MINIBAR**Fly Below the Radar**

PRODUCERS: Dusty Wakeman, Rami Jaffee, Greg Richling, Sid Jordan
Foodchain 0008

RELEASE DATE: June 10

This transplanted U.K.-to-L.A. quartet, which released one fine album on Universal two years ago, steps back into the fray with a tuneful effort. Minibar is often lumped in with its hometown's country-rock posse, but its current work owes more to '60s psychedelia than it does to Gram Parsons. Fueled by principal writers Simon Perry and Sid Jordan, the band displays solid songcraft, and it plays with a muscularity not heard in its earlier work. "It's What It Is," "Unstoppable," "Fragile," and the countrified "Martha" are among the most propitious tracks for rock and modern rock radio. The set includes a bonus EP, which features a cover of the Smiths' "Ask," among other tracks. —**CM**

NATACHA ATLAS**Something Dangerous**

PRODUCERS: various
Mammoth/Begans Group MNYC 1035

RELEASE DATE: June 10

Internationally renowned for her multi-ethnic sound, Natacha Atlas seamlessly blends authentic Indo-Arabic musical forms with a mélange of North African and contemporary Western musical influences (including R&B, dancehall, and electronic) on her fifth solo album. Her distinct vocals have appeared on



METALLICA
St. Anger
PRODUCER: Bob Rock
Elektra 62853

RELEASE DATE: June 5

While it occurred during the course of several years, it seems as if Metallica did its might, aura, and credibility overnight. That's partly because with each new release, the band makes it harder for us to recall when it was the most creative, vernacular metal act on the planet. Sadly, *St. Anger* (the No. 1 album on *The Billboard* 200 this issue) at one point finds the once-supremely-cool James Hetfield delivering vince-worthy, post-Layne Staley vocals more appropriate for the 14-year-old fan who attended one of *...And Justice for All* concert rather than that tour's oft-frenzied moments of ceremonies. Too-often accidentally comical, *St. Anger* (rushed to retail five days early, [see story, page 7](#)) is a throwaway that finds these one-time pioneers sounding old and sorely in need of a new direction. —**WO**

ANNIE LENNOX**Bare**

PRODUCERS: Stephen Lipson, Andy Wright
1 Records 82676-52360
RELEASE DATE: June 10

Bare is Annie Lennox's first set of solo, self-penned material since her 1992 debut album, *Medusa*, (issued in 1995, was a collection of covers.) It showcases a woman who is collecting her thoughts following a loss. Lennox and documentary filmmaker Uri Fruchtmann recently divorced.) Universal's themes of adoration, loneliness, depression, hope,



and healing abound. The bittersweet, electro-charged lead single, "Pavement Cracks," is about seeing the light at the end of a darkened tunnel. Conversely, "The Hurricane" finds the artist at one of life's lowest points. By the album's closer, "Oh God," Lennox is awaiting tomorrow's sun—knowing it will come. Mature and very elegant, *Bare* is one of the year's best albums. —**MP**



STEELY DAN
Everything Must Go
PRODUCERS: Walter Becker, Donald Fagen
Reprise 48435

RELEASE DATE: June 10

While it didn't reach the heights of the group's '70s glories, Steely Dan's 2000 comeback album, *Two Against Nature*, struck enough of a nerve with the listening public to help it win the 2001 Grammy Award for album of the year. Not much has changed on *Everything Must Go*, particularly the trademark incongruity between lyrical content and the supporting funky jazz-rock musical backdrops. Narrators find themselves stalked by psychotic women ("Lunch With Gino"), indulging in psychedelic drugs ("Slang of Angels," marking Walter Becker's first Steely Dan lead vocal), and roasting in misery in the hot sun ("Blues Beach"). Ultimately, *Everything Must Go* is thin on the one commodity usually so plentiful in the band's oeuvre: tunes that make a real lasting impression. —**JC**

Refreshingly retro, the record lives up to its billing from the opening mega-twang of "She Used to Say That to Me" and the swaying, fiddle-led title cut. The ballads are keen: "Look Who's Back From Town," "Heaven's Missing an Angel," "Cowboy," "Lie to Us," and "Tell Me Something Bad About Tulsa." Strait can also crank up the tempo with ease, as on "I Found Jesus on the Jailhouse Floor" and the libby-goo "Honk if You Honky Tonk." As on the gentle closer, "My Infinitely Love," Strait keeps it simple throughout; the result is a superb addition to a remarkable catalog. —**FW**

LATIN► **JIMENA****Jimena**

PRODUCERS: various
Crescent Moon 70449

RELEASE DATE: June 3

She's young, blond, and has an unusual name. But Jimena may become a well-known moniker if she delivers on the promise that comes when a talented Mexican beauty blends her Latin roots with big-name producers as Emilio Estefan Jr.

and his Miami-based Crescent Moon label. This 14-track debut is marked by innovative and surprisingly energetic arrangements featuring rerecorded accordion, vocal overdubs, and prevalent violins. There's the now-standard multi-format song, "Maldita Ignorancia," which comes in ranchera, pop, cumbia, and rumbato flavors. Dance fans will warm up to the high-spirited cumbia "No Ruegues" and country-rock "Cara Dura." While her dulcet vocals recall those of *grupero* diva Emily, Jimena can also croon like Gloria Estefan (the pop-bopero "I Liegate To"). Radio-friendly stuff, for sure. It remains to be seen how Jimena will be received by *grupero* fans. —**RB**

WORLD★ **LOOP GURU****Ballistics With Loop Guru**

PRODUCERS: Jamus & Saam
Hyperlipic CLP 1294

RELEASE DATE: June 10

When the instrumental credits listed in the CD booklet include "quantum physics," "insent manipulation," and "luminous feedback," you know you're in for a unusual listening experience. But the abnormal is *de rigueur* for British ethno-techno group Loop Guru. *Ballistics With Loop Guru* follows the same happy grooves and stuns of previous *Guru* outings. The band, now reduced to a duo of Jamus & Saam, has been joined by the London and Sam Dromi, respectively, freely samples sitars and mellotrons, Kraftwerk rhythms, and gamelan cycles—all collaged onto delirious, dub-trippy grooves. Loop Guru really would've been happy as a '60s psychedelia band, hanging out between Frank Zappa and Pink Floyd, but forged a few years too late. Yet, it has adapted to the technology and tone of the day, mixing sly humor into its most chilled and sensual album to date. —**JD**

CHRISTIAN★ **JILL PARR****Orbit**

PRODUCER: Brian Hardin
Christian Records 2497330052

RELEASE DATE: June 3

A Michigan native who has taken up residence in Nashville, Jill Parr has a strong, supple voice that is adept at delivering lush AC ballads and frisky, upbeat pop. An impressive debut, *Orbit* features songs that explore faith from a variety of angles—from questioning and confusion to surrender and peace. Power ballads "This I Know" and "Feel the Spirit" are among an engaging cover of "I'll Ever Lose My Faith in You," are especially noteworthy. Though Parr didn't write any of the songs, she brings a confessional, vulnerable quality to each vocal performance. —**DEP**

(Continued on page 40)

CONTRIBUTORS: Bradley Bamberger, Ramiro Burt, Jonathan Cohen, John Diliberto, Gordon Ely, Deborah Evans Price, Steven Graybow, Rashawn Hall, Wayne Hoffman, Chris Morris, Wes Orshook, Michael Paoletta, Craig Roseberry, Chuck Taylor, Christa L. Thoms, Ray Ward. **ESSENTIALS:** Releases derived by the review editors to denote special attention on the basis of musical merit and/or Billboard chart potential. **WEEKENDS:** Released albums of special interest, and commercial interest, and outstanding collections of works by a single artist. **PICS:** ► New releases predicted to hit the top half of the chart in the corresponding format. **CR:** (Covers) ► New releases, regardless of chart potential, highly recommended because of their special merits. All albums commercially available in the U.S. are eligible. Send album review copies to Michael Paoletta and singles review copies to Chuck Taylor (Billboard, 770 Broadway, 6th floor, New York, N.Y. 10003) or to the writers in the appropriate bureau.

(Continued from page 39)

GOSPEL

LEE WILLIAMS & THE SPIRITUAL QCS
Right on Time

PRODUCER: Jerry Peters
MCC: 7029
RELEASE DATE: June 3
After two decades of trailing in near-anonymity, Lee Williams & The Spiritual QCs's burst out of their hometown of Tupelo, Miss., in 1997. Between their first two albums, the group took a huge step toward reintroducing the masses to the seminal art form of the gospel quartet. This new album will surely build on that momentum. *Right on Time* spotlights all-original material that could alternately wake the dead and warm the coldest heart. The title track is a relentless rocker. "Jesus Made a Way" is pumping gospel/R&B with an irresistible StarVibe soul groove, while "I've Found a Friend" is a stirring, bluesy ballad. Williams and crew continue to roll on, rock solid! —GE

JAZZ

► **DAVID SANBORN**
Timeagale

PRODUCER: Stewart Levine
Verve: 065578
RELEASE DATE: June 3
With this disc, Sanborn breaks into of the contemporary jazz mold in a big way. There is rarely a sequenced rhythm or solid melody to lean on—just intuiting, largely acoustic settings that allow the saxophonist plenty of improvisational opportunities. Sanborn takes liberties in arranging such songs as Steve Wonder's "Isn't She Lovely," embellishing the well-known melodies with his colorful rhythmic and melodic ideas—just three original compositions add an extra dose of Sanborn's own tuneful persona. The biggest revelation, however, is how dynamic Sanborn sounds when bereft of the contemporary settings he has explored for so long, as his improvisations gently toy with an ever-changing array of thoughtful lines.—SG

NEW AGE

★ **ALEX DE GRASSI**

Now and Then: Folk Songs for the 21st

PRODUCER: Alex de Grassi
33rd St: 3317
RELEASE DATE: June 10
Alex de Grassi's years as one of Windham Hill's signature artists made him an icon of finger-style guitar playing, both for his musicianship and compositions. On *Now and Then*, he goes into his childhood music box to pull out folk songs from the early part of America's history. "Swing Low Sweet Chariot," "St. James Infirmary," and even "Shortnin' Bread" populate this CD like an old Burl Ives record—but de Grassi isn't Burl Ives. These creations are bursts of insight from a deceptively complex and intricate instrumental recording. Just when you think it's going to be a skillful but rote ruminating of songs you were sick of hear-

ing as a child, de Grassi takes off in a new direction, where vintage Americana turns into Middle Eastern scales, De Grassi takes "Oh Susanna" to places she's never been before.—JD

CLASSICAL

CHRISTOPHER O'RILEY

True Love Waits—Christopher O'RIley

Plays Radiohead
PRODUCER: Da-Hong Seetoo
Odyssey/Sony Classical: SK 87321
RELEASE DATE: June 10
Jazz piano star David Mehldau recorded instrumental versions of a few Radiohead songs long before Chris O'RIley, who is a fine classical pianist, decided a whole album on them. More to the point, Mehldau's improvisational élan enabled him to use the undeniably lovely Radiohead melodies as a means of starting point for elaboration, much as he would with a Gershwin tune. Bound to the printed page of his transcriptions, O'RIley's renditions can come across with a faintly new-agey vibe, despite his bell-like tone and subtle touch. Radiohead fans will hear this music—sure the sound of the band and Thom Yorke's vocal voice—as little better than Music; newcomers may be forgiven for wondering how an avant-rock band's material could have so little edge. Mehldau never misleads. Despite his best intentions, O'RIley does.—BB

VITAL REISSUES

QUEENSRYCHE

Revolution Calling

REISSUE PRODUCER: David Tedds
ORIGINAL PRODUCERS: various
EMI: 7263-5 51672
RELEASE DATE: June 10
With founding member Chris DeGarmo recently joining progressive metal band Queensryche in the studio, EMI's reissuing of the group's first seven studio albums in this slim boxed set is perfectly timed. This queen's ransom yields rare live and studio cuts in dramatic cover of "Scarborough Fair" and the title track "The Killing Words." Twenty years after self-releasing its self-titled debut, the ever-evolving group endures. The conceptual *Opera: Mindcrime* is Queensryche's signature piece, but the gothic legends of *Rage for Order*, the slick metal crunch of *Empire*, and the richly textured *Promised Land* make for catalog standouts. And *How* in the *Nitty Grander*—which was not critically well-received—still warrants another listen with an open mind. This well-executed collection includes photos, liner notes, and the exclusive CD-ROM game *Promised Land*.—CLT

Billboard.com

Also reviewed online this week:

- Testors, *Complete Recordings 1976-1979* (Swami)
- Grandaddy, *Sunday* (V2)
- Yonder Mountain String Band, *Old Habits* (Frog Pad)

SINGLES

Edited by Chuck Taylor

POP

NICK LACHEY Shut Up (3:04)

PRODUCER: The Matrix
WRITERS: L. Christy, S. Spock, G. Edwards, N. Lachey
PUBLISHERS: various
Universal 20958 (CD promo)
It's the year, 98" was the No. 3 boy band, behind giants "N Sync and Backstreet Boys. Nick Lachey, the group's lead—in terms of vocals, star presence, and sex appeal. Now married to fellow youth idol Jessica Simpson, there's little doubt that Lachey is ready to put boyhood memories in the scrapbook and step ahead, à la Justin Timberlake. He wrote and produced uptempo pop finger-thumper "Shut Up" with hot hit machine The Matrix, coming up with a funky party anthem that conjures "70s soul to fervent effect. Radio will be a mean battle, since most pop stations have more substance these days—but Lachey's appealing "Shut Up" will silence those who don't believe he's got the goods to remain focused in the spotlight.—CT

R&B

► **LIL JON & THE EAST SIDE BOYZ**

FEATURING YING YANG TWINS

Get Low (4:15)
PRODUCER: Lil Jon
WRITERS: J. Smith, S. Morris, E. Jackson, D. Holmes

PUBLISHERS: various
TVT 2376 (CD promo)
Lil Jon & the East Side Boyz team with Ying Yang Twins, TVT's new act, for their latest single. And like previous releases, "Get Low" is a party banger. Jon, who also serves as the track's producer, brings his trademark gruff edge to the infectious hook. For their part, Ying Yang's D-Roc and Kaine each serve up a Southern-fried verse thick with tales of late nights at the strip club. The result is another cranked-up affair that will make any Atlanta native, Lil Jon & the East Side Boyz's current set, *Kings of Crank*, was recently certified gold. Singles like "Get Low" are the reason why.—RH

COUNTRY

► **GARY ALLAN** Tough Little Boy (3:51)

PRODUCERS: Mark Wright, Gary Allan
WRITERS: D. Sampson, H. Allen
PUBLISHERS: EMI April/Sea Gate, ASCAP, Columbia, BMI
MCA 02389 (CD promo)
Gary Allan has staked a strong claim on country radio with solitary ballad and self-assured honky-tonk numbers, but here he takes an unexpected turn with a sweet, sensitive homage to the emotions behind fatherhood. Penned

E S S E N T I A L S



MYA My Love Is Like... (3:29)

PRODUCERS: Missy Elliott, C. Beal
WRITERS: M. Elliott, C. Beal, K. Bernal
PUBLISHERS: Mass Confusion/WB/C Son/Wet Ink Red, ASCAP; Black Soul Connection/Wet Ink Blue, BMI
A&M 60246/607996 (CD promo)
The doe-eyed girl next door is proving to be quite a versatile performer, with a decidedly vampish performance in the movie *Chicago* and new imaging that redresses Mya as a sexy and certain young woman. The first single from forthcoming *Moodring*, due July 22, is a playfully cool cut to arms for the singer's more tactile attributes. From her love, her kiss, and her touch to her sex, ass, and body—all of which "are like w.o." Get it? An appropriately hip-swaying beat swirls around the vocal, courtesy of ever-hiworthy producer Missy Elliott. This is the record you will propel Mya to the A-list among today's pop/R&B icons; throughout the song, she delivers womanly strength and sass with a knowing wink. *Moodring* sounds like a perfect fit.—CT

by Don Sampson and Harley Allen, the lyric says, "When tough little boys grow up to be dads/They turn into big babies again." The song recounts how a father feels watching his child learn to walk, start school, and get married and how the false bravado of childhood gives way to myriad parental emotions. Allan turns in a tender, thoughtful performance that wrings every drop of emotion from the song without schmaltz. "Daddy" songs have always fared well at country radio; this is no exception.—DEP

ROCK

DAVID GRAY Caroline (3:37)

PRODUCERS: Gray/McClure/Polson
WRITER: D. Gray
PUBLISHER: Chrysalis Music, ASCAP
ATO/IMP/RCR 82846 (CD promo)
"Caroline" makes perfect sense as the next single from David Gray's *A New Day at Midnight* disc. Musically, it employs the same formula as Gray's breakthrough smash, "Babylon"—electronic elements strewn across his acoustic ballad with swirling, it's quite unlikely that the light, midtempo track will do much for Gray: Like so many cuts on *New Day*, "Caroline" (which is remixed here) is dull, and his



DEUCE PROJECT Stone Cold (3:56)

PRODUCERS: the Berman Brothers
WRITERS: M. van Dyke, J. McMillan
PUBLISHERS: EMI Germany/Edition Michel Van Der Klugt/EMI Blackwood, BMI
Maverick 48329 (CD promo)
The majority of new rock acts in the 90s are corporate-stamped to sound precisely like whomever was topping the radio charts six months previous. That's why it's a pleasant surprise to spin "Stone Cold" from Maverick duo Deuce Project, which delivers the seemingly impossible: individuality. Pretty-boy lead singer Josh McMillan and acoustic guitarist Noam Pearce—boyhood friends from Austin since age 8—have a fine, magnetic single, meshing crafty Brit pop with lush orchestral drama, à la the Verve's modern classic "Bitter Sweet Symphony." The Berman Brothers, best-known in the U.S. for their singing dance siren Amber, deserve quite a nod for reinventing themselves here and daring to steer these guys on a course that waves the glory flag high. At last, music worth buying in 2003.—CT

AC

yearning-to-be-close-to-you lyric—although touching— isn't nearly as magnetic as those found throughout the stunning *White Ladder* album. For something more satisfying and substantial, check out the *New Day* cuts "Freedom" and "Be Mine." —WD

► **DARYL HALL & JOHN OATES** Man on a Mission (3:44)

PRODUCERS: Daryl Hall, T-Bone Wolk, Brian Rainer, Mark Taylor
WRITERS: D. Hall, J. Oates, P. Barry, S. Torch
PUBLISHERS: Careers/BMG/Hot Cha, BMI; Rive Drot Records
U-Watch Records (CD promo)
Amazing! Hall & Oates are three for three, as the third release from current album *Do It for Love* scores on the AC charts, following the No. 1 title track and "Forever for You." And with good reason: "Man on a Mission" is another seamless slice of soulful pop glory, beaming with sunny beats and an immediately inviting melody. Daryl and John sound as inspired as any new act hungry for its first taste of success. To be able to rally with work this good 30 years in is quite a rarity. To have radio notice on top of that is nothing short of a phenomenon.—CT



Retail

MERCHANTS / MARKETING / HOME VIDEO / E-COMMERCE / DISTRIBUTION



ALICIA KEYS IS AMONG THE ARTISTS WHO HAVE MADE AN APPEARANCE AT BEAT STREET

The Beat Goes On

Celebrity Clientele, Niche Catalog Keep R&B/Hip-Hop Retailer Viable

BY JACLYN MARINESE

NEW YORK—The hip and the famous and a strong selection of used and hard-to-find records are helping Beat Street Records not only to beat the economic downturn but also to launch a new business.

The store is using its reputation as a favored shopping destination for some of the industry's biggest DJs and hip-hop artists to work its way into the label business.

The Brooklyn, N.Y.-based retailer launched a record label under the same name in January.

independently. Gary sees it as an opportunity for the business to diversify its revenue base.

lo and will be held at the store.

The label is currently working with two Brooklyn-based acts: Bedford-Stuyvesant-born Northstar and Crown Heights lyricist Angelous.

Sickamore says the label will not limit itself to Brooklyn artists, but such talent is a natural fit for Beat Street.

To promote its artists, the label will release a Beat Street mix tape, mixed by Sickamore.

Most of the label's production so far is by France-based group Get Large Productions.

BUILDING A FRANCHISE

As for the store, used and hard-to-find original records are its specialty.

The retailer has generated credibility for its label among tastemakers and music fans by carrying early singles from the likes of the Notorious B.I.C. and Jay-Z, who promoted their music at the shop before they won major-label support.

Beat Street's top sellers are in line with the *Billboard* charts. Current

(Continued on page 42)



FROM LEFT: GARY, RICKY, AND FRED JERMAL

TAPPING CONNECTIONS

Beat Street is owned by the three Jermal brothers: Gary, 31; Ricky, 33; and Fred, 36. The store spans the length of a city block and is the self-proclaimed largest record store in Brooklyn.

musicians, and celebrity regulars by promoting their music in-store, and it's using those connections to move into the record business.

Beat Street is financing the label

The imprint launched in January and is housed in the offices at the back of the store. It is distributing label catalog independently.

As a means to recruit talent, Gary—who acts as the label's head—and A&R man DJ Sickamore plan to hold a 32-MC open mic battle in the coming weeks.

The event will be hosted by such DJs as Clark Kent, Clue, and Camil-

Look, Listen & Play: AOL Plugs Content At Retail

BY TRUDI M. ROSENBLUM

NEW YORK—AOL is expanding the promotion of its popular music and movies programming beyond the Web and into retail stores.

The move is an effort to create greater consumer interest in its Internet service.

AOL is plugging its entertainment offerings in 6,000 retail locations—including Circuit City, Blockbuster, CompUSA, and Gateways—with an eight-week promotional campaign designed to lure new subscribers.

The move comes as AOL faces slowing subscriber growth for its dial-up Internet service and struggles to attract consumers to its broadband service.

The campaign, called Look, Listen & Play, showcases the AOL content premier features First Look, First Lis-

ten, First View, and First Play.

The First franchise enables AOL members to preview upcoming albums and singles (First Listen), movies (First Look), music videos (First View), and videogames (First Play) ahead of other media outlets.

The exclusive content appears on AOL 48 hours before it is available anywhere else.

Each store participating in the Look, Listen & Play initiative carries 6-foot-high AOL merchandising displays with entertainment photos, descriptions of the programs, and free AOL

sign-up discs with 1,045 trial hours.

In addition, a video highlight reel explaining AOL's programming is shown on monitors throughout the stores.

Vanilla Coke is sponsoring the promotion. Its logo is used in all programming.

While AOL executives acknowl-

edge that it is difficult to tell whether the First programs draw new subscribers, the company is hoping that a high profile for the franchise will help drive business.

In some cases, AOL is already drawing consumer traffic in the millions with such programming.

The company says the premiere of the Christina Aguilera track "Infatuation" garnered 1.98 million streams in a single day and that the bow of Britney Spears' "Boys" drew 1.35 million streams in one day.

The program is also proving successful in reaching an older demographic.

Fleetwood Mac's "Peacekeeper" generated 886,000 listens in one day and 1.1 million listens in two days, AOL reports.

AOL programming coinciding with the Look, Listen & Play campaign includes First Listens of songs by Beyoncé Knowles, Jewel, Pink, Annie Lennox, and Michelle Branch.

ENTERTAINMENT



AOL is also looking to plug the entertainment programming features Sessions@AOL, Broadband Rocks, and Listening Parties.

The challenge is in transforming features that have been used as a customer retention tool into a selling point for the service, AOL

executives say.

Bill Wilson, GM of AOL Music/VIP of AOL Entertainment, says, "Our tracking studies have shown that for members who are interacting with these programs, their satisfaction with AOL has increased by double digits."

Summer Is The Time To 'Get The Blues' Again

The NARM Classical/Jazz Issue Forum and the Blues Music Assn., the blues trade group, will release their second CD blues sampler, *Get The Blues 2*, July 8. Ryko Distribution will handle the package.

The sampler is retail-priced at only \$1.98. It will include tracks by recent W.C. Handy Awards winner **Shemeka Copeland**, the **Blind Boys of Alabama**, **Kim Wilson**, **Ronnie Earl**, and the late grand masters **Howlin' Wolf** and **Muddy Waters**.

The indie labels represented on *Get The Blues 2* include Alligator, M.C., Severn, Yellow Dog, Tone-Cool, Stony Plain, and Blind Pig.

The first *Get The Blues* collection, released last year, boasted a similar blow-out price and potent lineup. The compilation was one of the major blues sales successes of 2002. It sold more than 87,000 units, according to Nielsen SoundScan, and reached No. 4 on the *Billboard* year-end Top Blues Albums chart.

Proceeds from the sampler's sales benefit the NARM Scholarship Foundation.

The new collection is especially timely: Congress has passed a resolution deeming 2003 "the year of

the blues," and director **Martin Scorsese's** forthcoming PBS series should considerably heighten the profile of the genre.



HOOKING UP: Koch Entertainment (Canada) and Koch Vision have signed fulfillment deals with Sony Music Canada. Sony will take over warehousing, shipping, invoicing,

and collections for the two firms—which are divisions of Fort Washington, N.Y.-based Koch Entertainment Distribution—effective Aug. 1.

Toronto-based Koch (Canada) will still employ a 40-member staff to handle sales and marketing for its distributed audio and video lines.

Explaining the move, Koch chairman **Michael Koch** says, "We have become too big in Canada to continue servicing the Canadian marketplace from Fort Washington, but not big enough to warrant our own Canadian distribution center."

SYLVIAN HITS THE

INDIE ROAD: Add the name of singer-songwriter **David Sylvian** to the list of veteran performers who have established their own indie labels.

Sylvian, who spent 22 years as a Virgin Records artist, has launched **Samadhi Sound**, which he will mostly distribute direct to retail. He will also make the recordings available through his Web site,

davidisylvian.com.

The first offering from the imprint, *Blemish*, is scheduled for release June 24. Cut primarily as a solo recording at the musician's New Hampshire home studio, the album also includes three collaborations between Sylvian and English guitar experimentalist **Derek Bailey**.

Orders for **Samadhi** product are

The Indies

By Chris Morris
cmorris@billboard.com



being taken to Los Angeles-based **Amy Priore**, who previously ran the West Coast office of Discipline Global (the imprint operated by longtime Sylvian collaborator **Robert Fripp**). Priore can be contacted at 213-386-3900.

NICE THREADS: Ubiquity Records continues a cross-merchandising push-and-pull with some new

summer additions to its apparel line, which will be marketed with a free mini-CD featuring its artists.

The San Francisco-based indie is putting 10 new streetwear designs on the market; the designs spin off the label's electronics, Afro-Cuban, and old-school jazz and R&B offerings. The summer mini-CD includes tracks by **Leroy & the Drivers**, **Nobody**, **John Arnold**, and label mainstay **Greyboy**.

INTO THE DVD FRAY: Burnside Distribution in Portland, Ore., has joined the ranks of audio distributors handling DVD product.

Burnside's late-June book includes several nonexclusive music-related titles from Vestapol and Music Video Distributors; so far, the only exclusive title is Category 5 Films' *The Last Days of the Hate Bombs*, a feature about the farewell tour of the Orlando, Fla., garage band.

Burnside VP Bill McNally says he is seeking other exclusive DVD titles.

Additional reporting by **Larry LeBlanc** in Toronto.

The Beat Goes On

Continued from page 41

best sellers include *Jay-Z*, *Fabulous*, and *50 Cent*.

Of the day 50 Cent's *Get Rich or Die Tryin'* hit the streets, Gary says. "As long as we've been in business, there's nothing that ever sold like that, except the day when **Biggie** died."

"That was the busiest day in Beat Street history... we ordered 14,000 pieces and sold out."

Hip-hop accounts for 40% of the store's 5,000-plus vinyl titles; reggae accounts for 30%, R&B 20%, and classics and breakbeats 10%.

Beat Street's inventory of 3,000 CD titles is broken down into mostly hip-hop and R&B, and some reggae, classics, and a small pop section.

It also carries an array of DJ-related equipment, films, posters, and magazines in its 12,000-square-foot retail space on Fulton Avenue.

The store's Web site, established in 1995, accounts for 10% of its

The average price of a CD is \$15.99—a markup ranging from 15%-20%. Vinyl albums are also

about \$15.99, carrying a markup of between 25% and 30%.

CELEBRITY SCENE

Phife Dog from a **Tribe Called Quest**, actor/comedian **Chris Rock**, and actress **Annabella Sciorra** have been spotted shopping there.

It is also common to find some of the industry's biggest-name DJs checking out the merchandise on the store's \$50,000 sound system.

According to the **Jemals**, DJ **Punk Master Flex** recently dropped \$3,000 on vinyl at the store. (That's after getting his discount.)

Other top DJs—including **Tony Touch**, **Clark Kent**, **Biz Markie**, **Clue**, **Camillo**, **Roc-A-Fella**, **Craig-G**, and **Spinderella**—are among the clientele.

"I can't think of another store whose impact compares to that of Beat Street on the hip-hop DJs in New York and throughout the world," says DJ **Master Cee** of R&B/hip-hop **WQHT** New York (Hot 97). He was once known as **Big Daddy Kane**'s DJ, as well as one of the early proponents of Notorious B.I.G.

Mister Cee describes Beat Street as a supermarket for urban music and vinyl.

A native of the Bedford-Stuyvesant neighborhood in New York, **Mister Cee** started shopping at Beat Street in 1989. He says the store has helped many DJs' careers by pushing their mix tapes, including his own. "It was the first store to sell my 120-minute mix tapes. That led to

more people hearing about me."

Artists who have made in-store appearances for record releases at Beat Street include **Lil' Kim**, **Alicia Keys**, **Sean Paul**, **Red Man**, **Ghostface Killah**, **Carl Thomas**, **Capone-N-Noreaga**, **Eric Sermon**, and the late **Allyson**.

Jay-Z did an in-store in 1996 before his first album, *Reasonable Doubt*. **Foxy Brown** filmed the video for her song "B.K. Anthem" in front of the store, and MTV often uses the location in its video countdown programming.

Keys made a particularly memorable appearance.

"She would not leave; she was here for so many hours," Gary recalls. "She kissed everybody hello, and when they told her she had to go, she said, 'These are my fans, and I'm staying until everyone gets their autograph.'"

FAMILY BUSINESS

The **Jemals** grew up in **Abury Park, N.J.** They spent their spare time working for their cousins' electronics store, **Discount House of Sound**, which was also on Fulton Avenue.

That original 500-square-foot store opened in 1981. It carried mainly electron-

ics, with a small section of house and freestyle cassettes and 45s.

Four relocations later, the store finally settled at 349 Fulton Ave., adopting the Beat Street name in 1984, after the film.

The **Jemals** brothers were more interested in the music side of the business. They took over Beat Street in 1990 with the intention of transforming it into a music-only store.

"When we were old enough," Fred says, "we gave [our cousins] \$3,000, and they gave us the store. We had to work to pay them back for a year, but we tripled their numbers within the first year."

Soon, hip-hop started taking off. The brothers began to phase out the house music while building on hip-hop, R&B, and reggae.

"We're not a Tower Records or a Virgin," Fred says. "But we try to special-order a lot of titles that you wouldn't see at Virgin."

Sales rose steadily until 2000, when business started to taper off. "Business hasn't been the same since [Sept. 11, 2001]," Gary admits.

He says it is hard to say whether the growing digital market has affected sales, but street bootlegging has clearly hurt.

"This business is not a profitable business at all. We never really got into it for money," Fred says. "We just loved it, and we got into it because we enjoy it."



UMVD Restructures; Eagles Fly Exclusively

The majors' distribution companies continue to be restructured as they contend with the consolidating account base.

While I was on vacation the week of June 9, Universal Music & Video Distribution (UMVD) became the fourth major in less than a year to implement dramatic changes. Prior to the UMVD move, EMI Recorded Music North America, the Warner Music Group, and Sony Music Entertainment had all changed distribution heads and restructured their distribution operations.

UMVD's sales staff is now divided into three channels of trade, rather than the previous regional branch structure. The mass merchants/high box retailers will be headed by **Shane Mady**, who joins the company as VP from outside the music industry. National music specialty chains will be headed by senior VP of sales **Mike Gillespie**. Local independents/regional music chains will be overseen by three regional directors.

Rich Crocker, previously the Boston regional director, will oversee the East and Detroit. **David Cline**,

who oversaw the Los Angeles office, will be in charge of the West, Minnesota, and Chicago. **Larry Howell** of the Dallas office will oversee the South and the rest of the Midwest. All five report to senior VP of sales **Mike Davis**, who in turn reports to UMVD executive VP **Jim Weatherston**.

The other regional directors have been reassigned or—as in the cases of **Mike Jones** in New York and **Denise**

looking at where the business is now and where it's headed. No offices are closing. We are committed to having a full staff presence in each market."

An internal UMVD memo explaining the changes notes that the top 12 accounts constitute 82% of all UMVD business but that last year retail store accounts would still be key to the health of the overall business.

"We are absolutely committed to all three channels," Weatherston says.

In addition to salespeople, each of the 11 offices will house marketing staffers, overseen by a marketing director. The marketing directors continue to report to senior VP of marketing and artist development **Cliff O'Sullivan**. As part of the changes, the marketing staff will also direct efforts to reach consumers wherever they are, with the goal of driving them to stores to create sales for UMVD product. Weatherston adds.

SOLO FLIGHT: Best Buy continues to be the music industry's marketing powerhouse. In its latest coup, it has captured a one-month exclusive window in selling the Eagles' "Hole in the World" DVD single. But as can be expected, other retailers are none too happy with the move.

In an open letter to **Don Henley**



and the Eagles, 54 independent stores and regional chains question that decision in light of the stances Henley has taken as a founder of the Recording Artists' Coalition and a leading advocate for artists' rights.

The letter asks how Henley can "in" against the consolidation of power in the radio industry and amongst large record labels" and then let one of the biggest retailers have an exclusive on the Eagles. "We respectfully ask," the letter continues,

"where has your integrity and sense of fairness gone?"

The letter also pointed out that the strategy would force Eagles fans to search for the single instead of being able to purchase it wherever they chose.

The single, which Best Buy is selling for \$6.99, contains two discs: a CD single of "Hole in the World" and a DVD with a video single and outtakes from the video and the band's Farewell 1 tour. Best Buy gets it for four weeks through July 10. Its Musicland and the Future Shop subsidiaries join in during the last three weeks. It then becomes available to all retail through BaySide Distribution.

Irving Azzoli, manager of the Eagles, was unavailable for comment. But a letter he sent to retailers in response explains that he made the decision without input from the band. Further, he said that the Eagles are trying to forge new ground by not putting their music out through the majors. Azzoli said he is a "part-time, one-man" label and needs Best Buy's financial and marketing clout to let fans know the song is available.

Retail Track

By Ed Christman
edchristman@btlbroadband.com



Willis in Atlanta—have left the company. In other changes, **Mike Greene**, the senior VP who oversaw the 11 regional directors, has been reassigned within distribution to run sales for catalog, classics and jazz, and associated labels.

Weatherston tells Retail Track, "The restructuring came as a result of

RIAA Certifications For May

Following are the May Recording Industry Assn. of America certifications of album shipments:

MULTI-PLATINUM ALBUMS

Elton John, *Greatest Hits*, Island/Mercury, 16 million.
Steve Miller Band, *Greatest Hits 1974-1978*, Capitol, 13 million.
Al Jackson, Jr., *Drive*, Arista Nashville, 4 million.

Johnny Cash, *Johnny Cash at San Quentin*, Columbia, 3 million.

Johnny Cash, *Johnny Cash at Folsom Prison*, Columbia, 3 million.

John Mayer, *Room for Squares*, Aware/Columbia, 3 million.

Nine Inch Nails, *Pretty Hate Machine*,TVT, 3 million.

LSG, *LSG Elektra*, Warner Bros., 2 million.

R. Kelly, *Chocolate Factory*, Jive/Zomba, 2 million.

PLATINUM ALBUMS (1 million units)

Jimmy Buffett, *Meet Me in Margaritaville*, Jimmy Buffett The Ultimate Collection, Mailboat/MCA/UMe, his 15th.

Various artists, *Wow Worship Yellow*, EMI CMG/World/Provident/Zomba.

Frank Sinatra, *Classic Sinatra*, Capitol, his 29th.

Vivian Green, *A Love Story*, Columbia, her first.

Godsmack, *Faceless*, Republic/Universal Records, its third.

Kirk Franklin, *The Rebirth of Kirk Franklin*, Gospel Centric, his fifth.

R. Kelly, *Chocolate Factory*, Jive/Zomba, his fifth.

Kelly Clarkson, *Thankful*, RCA Records, her first.

Various artists, *Wow Gospel 1999*, Verity.

Linkin Park, *Meteora*, Warner Bros., its third.

Johnny Cash, *Super Hits*, Columbia, his seventh.

Johnny Cash, *Hits*, Vol. 2, Columbia, his eighth.

Various artists, *Wow Worship Yellow*, EMI CMG/World/Provident/Zomba.

Frank Sinatra, *Classic Sinatra*, Capitol, his 29th.

Vivian Green, *A Love Story*, Columbia, her first.

Godsmack, *Faceless*, Republic/Universal Records, its third.

GOLD ALBUMS (500,000 units)

Various artists, *Wow Worship Yellow*, EMI CMG/World/Provident/Zomba.

Frank Sinatra, *Classic Sinatra*, Capitol, his 29th.

Vivian Green, *A Love Story*, Columbia, her first.

Godsmack, *Faceless*, Republic/Universal Records, its third.

Lisa Marie Presley, *To Whom It May Concern*, Capitol, her first.

T.A.T.u., *200 KH/11 in the Wrong Lane*, Interscope, its first.

The White Stripes, *Elephant*, Third Man/21 Records, their second.

Godsmack, *Faceless*, Republic/Universal Records, its third.

Brian McKnight, *U Turn*, Motown, his sixth.

Joe Nichols, *Man With a Memory*, Universal South, his first.

Trapt, *Trapt*, Warner Bros., its first.

Soundtrack, *Cradle 2 the Grave*, Bloodline Records/Def Jam.

Dru Hill, *Dru World Order*, Def Jam/Def Soul, its third.

R. Kelly, *Chocolate Factory*, Jive/Zomba, his fifth.

Kelly Clarkson, *Thankful*, RCA Records, her first.

Cam'ron Presents the Diplomats, *Diplomatic Immunity*, Roc-A-Fella/Def Jam, his first.

Linkin Park, *Meteora*, Warner Bros., its third.

Darryl Worley, *Have You Forgotten?*, DreamWorks Nashville/Interscope, his first.

Kurt Carr, *Awesome Wonder*, Gospro Centric, his first.

Marilyn Manson, *Portrait of an American Family*, Interscope, his fifth.

Soundtrack, *American Idol Season 2: All Time Classic Love Songs*, RCA Records.

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CHS is about to close a deal that would give it TV and DVD rights to the Rockin' in Rio music festival, which alternates between Rio de Janeiro and Lisbon, Portugal.

[illegible]

14	LA HISTORIA	LAURA VILLAS VIDEOS 2010	Intexible	14.9K/20V0
18	LOSING GIRL	JANITA REYNOLDS INC. (RARE VIDEO) 2005	Avril Lavigne	7.99 V0 DVD
22	THE DANCE	JENNIFER RALPH VIDEOS 2004	Fleetwood Mac	19.95 V0 DVD
15	SECRET WORLD LIVE	QUEEN VIDEOS INC. (RARE VIDEO) 2005	Peter Gabriel	24.95 V0 DVD
16	ANY GIVEN THURSDAY	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	John Maynard	14.95 V0 DVD
35	LIVE AT EL MEXICANO	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	Donny Osmond	14.95 V0 DVD
21	TRY IT ON MY OWN	ARCADE FIRE (RARE VIDEO) 2008	Whitney Houston	7.99 DVD
25	DRIVE THRU RECORDS	DRIVE THRU VIDEO 2008	Various Artists	16.95 DVD
31	HISTORY ON FILM VOLUME 1	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	Michael Jackson	19.95 V0 DVD
32	LIVE AT FOLSOM FIELD, BOULDER, COLORADO	THE MOUNTAIN RECORDS VIDEOS 2008	Doni Matthews Band	14.95 V0 DVD
36	LIVE AT 101	COLUMBIA RECORDS VIDEOS (RARE VIDEO) 2008	Journey	14.90 V0 DVD
19	I'M WITH YOURSINER BOY	JANITA REYNOLDS INC. (RARE VIDEO) 2005	Avril Lavigne	7.99 DVD
8	AUSTRALIAN HONEYCOMB	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	Guitar Riffs Band	29.95 V0 DVD
20	BACK IN THE U.S. LIVE 2002	CANYON VIDEOS 2002	Paul McCartney	39.95 V0 DVD
34	WOMAN OF HEART AND MIND	EMILIE VIDEOS 2009	Jon Michael	19.95 DVD
17	ONE NIGHT ONLY LIVE	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	Ben Green	19.95 V0 DVD
37	THE MADRIDALES	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	Honey Day	1.99 V0 DVD
39	DISASTERPEICES	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	Slipknot	14.95 V0 DVD
38	SOMETHING AT ALL	JANITA REYNOLDS INC. (RARE VIDEO) 2005	Santitas	7.99 DVD
39	SUPERNATURAL LIVE	JANITA REYNOLDS INC. (RARE VIDEO) 2005	Santitas	19.95 V0 DVD
37	SLING ME PLEASE	THE MOUNTAIN RECORDS VIDEOS (RARE VIDEO) 2007	Michael	14.95 V0 DVD

PLATINUM OR GREATER SALE IMAGE ENTERTAINMENT INC. FR9875 \$9,059,294.30

Electronic Games Boost Licensing Revenue

Songwriters, Publishers Benefit From Trend; Some Are Pushing For Royalties, Advances

BY STEVE TRAMAIN

LOS ANGELES—Facing an industry-wide decline in mechanical royalties, music publishers and songwriters are increasingly turning to a new revenue source—video games.

Original and licensed music from emerging and established acts "can command from \$800 to \$1,200 a minute, with a typical game using from 20 to 90 minutes," says Bob Rice, chief executive of Four Bars Entertainment.

Rice participated in the "Writing Music for Games" seminar sponsored by the Society of Composers & Lyricists (SCL) during last month's Electronic Entertainment Expo in Los Angeles.

"Once you're in" the medium, a composer can earn \$250,000 or more a year from games," Rice says.

Richard Stumpf, VP for marketing and licensing at Cherry Lane Music Publishing, says most gaming companies traditionally look for a flat-fee buyout that can range from \$1,500 for a song from a new artist to \$20,000 for six songs from Elvis Presley.

"With some games selling up to 5 million or more copies, we've been pushing hard for royalties and

advances, and we did work a royalty deal with Sony Computer Entertainment for its multi-artist PlayStation 2 game *Frequency*," he says.

Cherry Lane's game placements are with such leading developers as Elec-

tronic Arts (EA), Activision, Konami, THQ, Midway, and Buena Vista Games (formerly Disney Interactive).

They involve contemporary artists and draw primarily on partnerships with DreamWorks Publishing and World Wrestling Entertainment.

Cherry Lane and DreamWorks have a license out for Logan T tracks for EA's *NHL 2004*, and quotes are out for Powerman 5000 tracks on EA's *NASCAR Thunder 2004* and *NFL GameDay 2004*. They are also seek-

ing the *Matrix* title that was released simultaneously with the *Matrix Reloaded* movie. "The game music had to merge seamlessly with the action movie footage," Lundborg says. "And we had to complete three hours of music in a

composer at Novalgic, says two to three hours of game music: can be used to create a 45-minute-plus CD as a pre-order bonus, a gift with purchase and for sale.

"If we can work more of these into the business plan, music can subsidize itself, and once the game is successful, a special-edition release can include a bonus CD soundtrack," says Brower, who also was an SCL panelist.

Clearly, then, publishers and composers are in the videogame business. "We are taking that responsibility [for original game music]—and it's our future," Rice says. "We will have a platinum-selling soundtrack of original game music within two years."

Greg O'Connor-Read, founder of the music4games.net Web service and an SCL moderator, says the American Federation of Musicians L.A. chapter's landmark recording contract was used for the first time, involving 84 members of the Hollywood Studio Symphony. They signed for EA's new *Medal of Honor: Rising Sun* soundtrack.

Stumpf says, "We're actively seeking support within the publishing community to hold strong for [game] royalties and advances. We anticipate that gaming revenues will continue to rise for our clients."



They Got Game. The Society of Composers & Lyricists music panel included, from left, Novalgic audio director/composer Russ Brower; composer Michael Giacchino; Billy Martin of Lunch With Picasso Music; moderator Greg O'Connor-Read, founder of music4games.net; Four Bars Entertainment chief executive Bob Rice; composer Danny Pelfrey; Scott Snyder of Atari; and Jack Wall, senior director of Game Audio Network Guild. (Photo: Steve Tramaian)

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ing a Dr. Octagon track for Activision's *Tony Hawk's Underground*, among others.

But integrating music into games can be challenging, game music producer Eric Lundborg notes.

Lundborg worked on the Atari Enter

very short time."

Rice points to Steven Spielberg's observation that music and sound represent 50% of the value of all his films: "Music is equally important to games associated with those films," he says.

Russ Brower, an audio director and

Kitty Anne Catalog Remains In Allen's Hands

No, Patty Allen has not sold Charlie Delcher Productions, the company that owns 50% of the publishing rights and 50% of the writer rights worldwide of the music of her late husband, Robert Allen.

But when the Music Sales Group acquired the Kitty Anne Music catalog containing many of Robert's pop and jazz standards (Songwriters & Publishers, *Billboard* May 24), many people understandably figured that she had.

"I received many phone calls asking me if I'd sold my company," Patty says. She explains that Music Sales actually acquired 50% of the publishing rights to the Kitty Anne Music catalog.

Charlie Delcher Productions owns the other 50% of the publishing—50% of the writer rights," she says. "The other 50% of the writer rights are owned by other people."

Composer/lyricist Robert Allen was most of his songs with late lyricist Al Stillman. Their hits include Perry Como's Christmas classic "There's No Place Like Home for the Holidays," Johnny Mathis' signature tunes "Chances Are" and "It's Not for Me to Say," and the *Four Lads'*

"Moments to Remember." "Soon after my husband died in September 2000, I came to realize what a remarkable teacher he was," Patty says. "He had prepared me to run the company in a way that his



music would continue to flourish." Patty places "on the front burner" an appearance by the *Four Lads* Aug. 29 at the Westhampton

Beach Performing Arts Center in Long Island, N.Y., featuring her husband's music. "I've been on the radio promoting Robert's music," she says. "And we're now working on recording Robert's last song he wrote prior to his death, 'I'm Loving You a Lot.' Bob McGrath—Bob from *Sesame Street*—is reissuing a wonderful children's album with 10 original songs written by Robert because of the requests from moms all over who grew up playing the 1971 album. And we've just signed a deal with Carl Fischer to represent, reissue, and revitalize Robert's music."

Carl Fischer Music has released a new choral and band arrangement of "There's No Place Like Home for the Holidays." Patty reports, "It is producing a definitive songbook of Robert's works. Carl Fischer CEO Lauren Keiser says, 'It's a crime for these standard songs to be out of print and not available to the public. We are proud to be associated with Allen's gifted work, and we look forward to developing editions for educational and general performance.'"

Incidentally, EMI Music Publishing's over-knowledgeable senior VP of catalog promotion, Alan

Warner, informs us that Kitty Anne Music was named after big-band vocalist Kittyallen and Anne Delugg.

"It was so called because it was owned by musical director/songwriter/accordion player Milton Delugg, whose late wife was Anne, while singer Kittyallen was the wife of Milton's longtime associate, producer Budd Granoff." Warner says. "Milt's a sprightly 84 and still recalls being arranger/conductor on Jackie Wilson's hit record of *Berry Gordy's* 'To Be Loved' a mere 45 years ago. He's semi-retired, but come Thanksgiving Day, you'll find him again find him directing the musical activities for the Macy's Parade. Now, that's longevity!" But who was Charlie Delcher? "That was Bob's father's name," Patty says. "It wasn't tough enough for him, but he did name his company after his father!"

ASCAP'S ENHANCEMENTS: ASCAP has redesigned its Web site to achieve greater graphic impact, a

stronger focus on members, and more user-friendly navigation. It features enhanced home page headlines and updated news and information.

"As our members now use the ASCAP site for everything from title registration to the identification of collaborators, we saw opportunities for enhancing their experience," ASCAP CEO John

Words & Music

By Jim Bessman
bessman@billboard.com



LoFumento says. "Because ASCAP is owned by its members, we are always looking for new ways to engage and satisfy their needs as music creators and publishers. This new and functional design reflects our very unique member-driven philosophy."

ASCAP tallies more than 2.2 million hits on its site per month.



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4	NEW	SAKURA (OKUSUKU) PINK PINK	4	NEW	SAY GOODBYE PINK PINK	4	NEW	HEARTBEAT PINK PINK	4	NEW	WE WILL ROCK YOU PINK PINK
5	NEW	DARLING PINK PINK	5	NEW	GAY BAR PINK PINK	5	NEW	GANKTAVILLE PT. 2 PINK PINK	5	NEW	LIVE IS LIFE PINK PINK
6	NEW	SAGAKEN PINK PINK	6	NEW	FOREVER AND FOR ALWAYS PINK PINK	6	NEW	BRING ME TO LIFE PINK PINK	6	NEW	MALIBRE DE PENSER PINK PINK
7	NEW	NEUMURENAYORUWA PINK PINK	7	7	GET BUSY PINK PINK	7	NEW	LIBERTINE PINK PINK	7	NEW	ET L'ON N'Y PEUT RIEN PINK PINK
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9	5	LIFE IS... ANOTHER STORY PINK PINK	9	NEW	ROCK YOUR BODY PINK PINK	9	NEW	I KNOW WHAT YOU WANT PINK PINK	9	NEW	HEY SEXY LADY PINK PINK
10	3	KAZE NO RABARA PINK PINK	10	NEW	SHAKESPEARE'S (W/AY WITH WORDS) PINK PINK	10	NEW	I MAKE ME WANNA PINK PINK	10	NEW	ALL SUMMERS PINK PINK
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Growing Following Boosts 'Reveries'

Engaging Italian jazz pianist, singer/songwriter, and self-proclaimed "world's best kazoo player" Paolo Conte has been enjoying critical and commercial success

came on board immediately. Three years later, our dream has come true." Viewed at this year's Cannes Film Festival, *Interstella 5555* was released

Global Pulse

Nigel Williamson, Editor
nwilliamson@billboard.com



Luciano Lindi says, "This album follows 2000's *Best of Paolo Conte*, which did 1 million units worldwide and was intended as a visiting card for the North American market." The 16-track set has gone gold in Italy and France. Linzi is confident that sales will be boosted further by live dates throughout June. "We also hope he will play in America, as press reviews and live performances are his main form of promotion. His albums continue to sell well a year after their release."

MARK WORDEN

in 30 French theaters May 28 and has secured cinema distribution in Japan, Russia, Portugal, and the Baltic states. EMI plans to release a DVD of the film in December.

JAMES MARTIN

TYPICALLY ALTERNATIVE: "There's nothing more boring than a hand with a typical sound," says Jan Muchow, leader of cult Czech duo *Ectasy of St. Theresa*. It's highly unlikely that the adventurous duo, which is completed by singer/dancer Kateřina Winková, could ever be described as typical of anything. One of the few Czech acts to achieve success beyond their homeland, the pair have worked on film and theater scores. The duo's latest album, *Slootthinking*, on EMI subsidiary Escape, is a deliberately obscure and minimalist affair, but it has already claimed the title of alternative album of the year at the Czech Music Awards.

STEVE ADAMS

YOU'VE BEEN FRAMED: The Frames have shot straight to the top of the Irish album charts with their live album, *Setlist*, released on their own Plateau label. Led by former street busker Glen Hansard, the Dublin-based band also has three studio albums currently in the Irish top 40. *Setlist* was compiled from a series of shows in Dublin's Vicar St. venue and captures the spirit of the band's intense folk-rock, which has soaked up a range of influences from Will Oldham to the Waterboys. Hansard recently presented a series on Irish TV called *Other* voices, which showcased a broad spectrum of Irish singer/songwriters and neo-folk singers. The Frames tour the U.S. in June but return to the U.K. for the Glastonbury Festival. Hansard fondly remembers his days strumming for his supper on the streets of Dublin: "But with the busking, it was always about attracting a crowd around you and keeping them there. It was never about the money. It was more about getting everybody involved somehow."

NICK KELLY

Music & Media			THE NETHERLANDS		
WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM
EUROCHART			SINGLES		
1	BRITNEY SPEARS	EVEREVER	1	GET BUSY	INFERNO PROJECT
2	BRITNEY SPEARS	EVEREVER	2	SUMMER JAM 2003	INFERNO PROJECT VS. SINGLES RESERANCE
3	WYNDY AROCA	YOU WONT DAT ME	3	WYNDY AROCA	YOU WONT DAT ME
4	WYNDY AROCA	YOU WONT DAT ME	4	WYNDY AROCA	YOU WONT DAT ME
5	WYNDY AROCA	YOU WONT DAT ME	5	WYNDY AROCA	YOU WONT DAT ME
6	WYNDY AROCA	YOU WONT DAT ME	6	WYNDY AROCA	YOU WONT DAT ME
Eurocharts are compiled by Music & Media from the national singles and album sales charts of 18 European countries			ALBUMS		
1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER
2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER
3	BRITNEY SPEARS	EVEREVER	3	BRITNEY SPEARS	EVEREVER
4	BRITNEY SPEARS	EVEREVER	4	BRITNEY SPEARS	EVEREVER
5	BRITNEY SPEARS	EVEREVER	5	BRITNEY SPEARS	EVEREVER
6	BRITNEY SPEARS	EVEREVER	6	BRITNEY SPEARS	EVEREVER
7	BRITNEY SPEARS	EVEREVER	7	BRITNEY SPEARS	EVEREVER
8	BRITNEY SPEARS	EVEREVER	8	BRITNEY SPEARS	EVEREVER
9	BRITNEY SPEARS	EVEREVER	9	BRITNEY SPEARS	EVEREVER
10	BRITNEY SPEARS	EVEREVER	10	BRITNEY SPEARS	EVEREVER

THE NETHERLANDS											
WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM
1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER
2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER
3	BRITNEY SPEARS	EVEREVER	3	BRITNEY SPEARS	EVEREVER	3	BRITNEY SPEARS	EVEREVER	3	BRITNEY SPEARS	EVEREVER
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10	BRITNEY SPEARS	EVEREVER	10	BRITNEY SPEARS	EVEREVER	10	BRITNEY SPEARS	EVEREVER	10	BRITNEY SPEARS	EVEREVER

NORWAY											
WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM
1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER
2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER
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10	BRITNEY SPEARS	EVEREVER	10	BRITNEY SPEARS	EVEREVER	10	BRITNEY SPEARS	EVEREVER	10	BRITNEY SPEARS	EVEREVER

COMMON CURRENCY											
A weekly scorecard of albums simultaneously attaining top 10 chart status in three or more leading world markets											
Reporters: owner: S. BMG, E. EMI, I. Independent, S. Sony, U. Universal, W. Warner											
ARTIST	USA	UK	GER	FRA	CAN	ITA	SPA	AUS	JPN	OTH	TOTAL
BRITNEY SPEARS	4	4	7	3	6	10					10
NORAH JONES					7	2	7				7
LED ZEPPELIN	9	7					10				10
METALLICA		1	5	3	3	1	2				3
EROS RAMAZZOTTI					2	5	1				1

THE NETHERLANDS											
WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM
1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER
2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER
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NORWAY											
WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM
1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER
2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER	2	BRITNEY SPEARS	EVEREVER
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THE NETHERLANDS											
WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM
1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER	1	BRITNEY SPEARS	EVEREVER
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NORWAY											
WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM	WEEK	ARTIST	ALBUM
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DAFT PUNK: Parisian electronic duo *Daft Punk* has scored a feature-length film, *Interstella 5555: The Story of the Secret Star System*. Overseen by Japanese animation legend *Leiji Matsumoto* and written and scored by *Daft Punk's* Guy-Manuel de Homem Christo and Thomas Bangalter, the hour-long "space opera" completes the story begun by the videos of singles "One More Time," "Aerodynamic," "Digital Love," and "Harder Better Faster Stronger." In which an evil impresario



A SCENE FROM THE DAFT PUNK-SCORED FILM 'INTERSTELLA 5555'

kidnaps and brainwashes an extra-terrestrial rock group, transforms them into prefabricated pop stars, brings them back to Earth, and manipulates them to the top of the charts. Each "movement" of this silent film is accompanied by a track from the duo's 2001 album, *Discovery* (Virgin). "The project was born in 2000, when we flew out to Tokyo with an hour of music and our own script," Bangalter says. "Leiji gave us a warm reception, and after listening to the music, he

voices, which showcased a broad spectrum of Irish singer/songwriters and neo-folk singers. The Frames tour the U.S. in June but return to the U.K. for the Glastonbury Festival. Hansard fondly remembers his days strumming for his supper on the streets of Dublin: "But with the busking, it was always about attracting a crowd around you and keeping them there. It was never about the money. It was more about getting everybody involved somehow."

NICK KELLY

Japan Prepares A Project To 'Treasure'

BY STEVE McCLEURE

TOKYO—A new campaign aims to further cultural exchanges between Japan and the nations of Southeast Asia.

Two of the Asian region's most popular singer-songwriters are combining their talents on the initiative's theme song, which is set for a region-wide release during the coming months.

Japan's Kazufumi Miyazawa and Singapore's Dick Lee are co-written "Treasure the World" (published by Tokyo-based Five D Corp.) for the J-ASEAN Pops campaign. The Japan Foundation, which promotes cultural, sporting, educational, and economic exchanges between Japan and other nations, is planning, organizing, and largely funding the initiative.

A Japan Foundation spokesman says, "This song will be used to create a sense of shared awareness that we are contemporaries



MIYAZAWA

living in the same world." The foundation is jointly funded by the Japanese government and the country's private sector.

Lending the campaign non-financial backing are the Japanese Foreign Ministry and the Japanese embassies of the 10 ASEAN (Assn. of Southeast Asian Nations) member countries. J-ASEAN Pops is

part of the ASEAN-Japan Exchange Year 2003 program, which was announced by Japanese prime minister Junichiro Koizumi last year.

Japanese vocalist Chika Yuri has recorded English- and Japanese-language versions of the song, which Toshiba-EMI is releasing as a single June 25 in Japan. The Japanese version of the song has lyrics by Toshiba-EMI-signed singer/songwriter Taeko Onuki and is titled "Anata Ni Ai Ni Ikou." Acts from each ASEAN member country will record "Treasure the World" in their local languages.

The J-ASEAN Pops campaign will also include the staging of concerts during the next few months featuring many of the artists who have recorded the song. The concerts will take place in various cities in ASEAN countries and in Japan, beginning June 25 in Kuala Lumpur, Malaysia, and running through December.



LEE

There are also plans to produce a radio program titled *Tokyo Beat*. This will be broadcast in local languages by radio stations throughout Southeast Asia with the aim of promoting Japanese pop music in general and "Treasure the World" in particular.

Miyazawa, leader of Toshiba-EMI pop-rock band the Boom and an

accomplished solo artist, wrote the music for the song. Lee, who has released numerous albums, produced various artists, and written several musicals—wrote the lyrics.

"When I was first approached with the concept of working on this project, I thought it was a tremendous honor," Miyazawa says. "At the same time, I also knew that this was going to be very tough, because I am very much aware of the differences between the music in each of these countries. So the idea of creating something that could be a kind of standard in all of these countries was very difficult indeed."

Lee adds, "I feel that Asian people are very spiritual, and the theme of the lyrics to this song—and, I hope, this campaign—is to reach out spiritually, because we have a spiritual bond with each other. I'm looking forward to all the different interpretations of the song that will be coming out."

Canadian Folk Fests

Continued from page 47

ested in playing festivals today, including high-profile acts. I am getting calls from booking agents who wouldn't have phoned 10 years ago. Folk music has broadened to cover a wide range of music, both in the minds of artists and audiences alike."

For two decades, the top folk festival in Canada—in terms of audience and the clout to attract top-name artists—has consisted of the Edmonton Folk Music Festival (which is held in August) and the Calgary Folk Music Festival, the Winnipeg Folk Festival, and the Vancouver Folk Music Festival (which are held in July).

That tier is followed by a smaller but still prominent group that includes the Ottawa Folk Festival, the Regina Folk Festival (held in Regina, Saskatchewan), and the Summerfolk Music & Crafts Festival (held in Owen Sound, Ontario). All take place in August. A number of smaller festivals are also held across the country during the summer.

Booking agents say that the attraction of all of these "community"-style festivals for their clients is that the audiences attending them are significant music fans.

"Festivals attract audiences that, once they find something, stay attached to it," says agent Richard Mills at S.L. Feldman & Associates in Toronto. "Performing at festivals is an excellent way to develop or revisit audiences. Artists

can come back later [into specific markets] and do a successful theater tour."

Kerry Clarke, associate producer of the Calgary Folk Music Festival, says, "In terms of artists' career development, we play a significant role. We are the place up-and-coming artists are playing."

Canada's folk circuit has developed a significant number of major artists. These include such internationally successful acts as Gordon Lightfoot, Joni Mitchell, Bruce Cockburn, and Kate & Anna McGarrigle. More recently, Loreena McKennitt, Stephen Fearing, Blackie & the Rodeo Kings, and the Be Good Tanyas have all made significant impact through playing domestic festivals.

Festival talent buyers say competition is fierce for coveted annual performance slots, particularly among newcomers. "I'm faced with about 2,000 choices each year," Clarke says. "This year, I received 890 unsolicited artist packages."

Penton says, "Next year, I'm not



FLÖHLI

going to accept unsolicited applications. I had over 1,200 of them this year. There were another 300 submissions from booking agents."

The growth in industry interest in festivals is because most are unrecognizable from how they first developed as singer/writer or roots-styled events two decades ago. Many, like the Edmonton Folk Music Festival or the Calgary Folk Music Festival,

push the definition of "folk music" in their bookings.

This year, Edmonton offers such non-folk headliners as Morah Jones, Solomon Burke, and the Funk Brothers; Calgary's lineup includes Elvis Costello, Al DiFranco, Daniel Lanois, Ricky Skaggs, and Blue Rodeo.

"We're pretty headline-heavy this year," Clarke says, "but audiences have come to expect big names. Still, the festival hasn't lost its traditional roots. It has just expanded so it's not just traditional roots..."

Richard Flöhli is a former artist director of the Mariposa Folk Festival, which takes place during July in Orillia, Ontario. He argues that the festivals aren't yet being dominated by big-name mainstream performers. "Edmonton will still have such traditional folk/roots artists as Taj Mahal and Dr. Williams," he points out.

Festivals generally prefer artists to commit to perform for a weekend, to enable programming flexibility. The fes-

tivals—employing main performance and workshop stages—also offer significant opportunities for artists to perform with each other in a variety of musical settings.

"Festivals are a great learning experience, especially for younger artists," says U.S. booking agent Jim Fleming of Jim Fleming Artists in Ann Arbor, Mich. "They can see people like Taj Mahal or Tom Paxton, who have really honed their craft."

Clarke notes that "some headlines only play the one main stage concert and go on to their next date. But the majority of artists participate in the [weekend] festival experience."

Dugg Simpson, artistic director of the Mariposa Folk Music Festival, says, "I have a hard time convincing major artists that playing the whole festival can be part of a marketing of an artist. But the reason \$200,000 Canadian [\$147,000] worth of CDs was sold [on-site at the festival] in two days last year was due to the repeated exposure of acts over those days."

French Group Sues

Continued from page 47

forms, including some Apple computers and new in-car stereos from French automobile manufacturer Peugeot.

UFC-Que Choisir's legal action focuses on two labels that have released specific CDs about which it

received complaints from the public. Both Warner Music France and EMI Recorded Music France declined to comment on the action.

But Hervé Rony, director general of French labels body SNEP, contends that the real issue is whether the consumer has the right to make multiple private copies of a CD. Playing problems are only experienced on a very small number of titles, Rony claims. Labels are "working at fixing any problem that the consumer encounters," he says. "But the record companies are being victimized; really, the

responsibility should fall on the equipment manufacturers. After all, these problems are isolated—not all car stereos have experienced problems."

Independent labels organization UPFI says in a statement that it supports the use of protection systems, "providing they don't prevent the use of CDs on all platforms, including computers and car stereos." The body would oppose measures making all home copying impossible or very difficult on the grounds that "such measures would be negatively experienced by

most consumers."

"What's unacceptable," Rony says, "is that the UFC is using this as a platform to argue that CDs shouldn't be protected. And that's ridiculous. The law is very clear that the consumer's right to private copying is a limited exception."

"Obviously," he adds, "if a consumer buys a CD and makes 10 or more copies of it, they're doing this not because they have 10 different personal uses for this CD [but] to sell the copies. And that tramples on the idea of authors' rights."

NEWSLINE

THE INTERNATIONAL WEEK IN BRIEF

U.K.-based Sanctuary Group reported revenue for the six months to March 31 of £65.5 million (\$108.8 million), up 31% from the same period in 2001/2002. Earnings before interest, taxes, depreciation, and amortization (ebitda) rose 44% to £10.9 million (\$18.1 million). The company's recorded music division saw sales rise 20% to £3.0 million (\$51.3 million). Ebitda from recorded music alone was up almost 65% to £6.1 million (\$10.1 million). Sanctuary has just signed British vocalists Morrissey to a new recording deal (*Billboard* Bulletin, June 6) and says it is currently in talks with "a number of high-profile acts." The company claims to be the world's biggest non-U.S. booking agency and the world's third-largest merchandiser.

LARS BRANDHE



Universal Music Southeast Asia (UMSA) has bought out its partners in Manila, Philippines-based joint venture MCA Universal. Teddy Sabido is appointed managing director of the renamed company, Universal Music Philippines. Sabido, who was managing director of Bangkok-based label Sony Music Beter Entertainment, has previously held various music industry management and marketing positions in Thailand, Singapore, and the Philippines. He reports to UMSA president Harry Hui. Sabido succeeds Ramon Chuayning, who had been managing director since MCA Universal's 1993 launch as Polysonic Records (*Billboard*, May 15, 1993). There was a joint venture between Universal Music's previous incarnation, PolyGram—which owned 30%—and local music business veteran James Dy's company, Cosmic Records. Dy also owned PolyGram's previous licensee, Dyna Products. UMSA declines to reveal the final equity split in MCA Universal. But informed sources say 51% was held by the major and 49% by more than 10 individuals, including Chuayning and Dy. "I'd like to thank our local partners, in particular Ramon Chuayning and James Dy, for their years of service in building up the label," Hui says. "Sabido's extensive management and marketing experience will provide the vital balance needed to get a new team and a new company off the ground quickly and successfully."

STEVE MCCLURE

Greece's largest label, Minos-EMI, has partnered with Athens-based news distributor Argos to supply street kiosks throughout the country with selected CDs. Minos-EMI marketing director Georgia Valvani says the strategy allows the label to penetrate remote areas of the Greek mainland, as well as the islands, which have few record shops. Valvani adds that piracy is "rampant in isolated parts of the country." Argos distributes newspapers and magazines to 16,000 sales points nationwide. In addition to its own titles, Minos-EMI also distributes BMG releases. The CDs are displayed in special stands at the kiosks.

MARIA PARAVANTIS

Executive Turntable

RECORD COMPANIES: Tim Bownes is named chairman of Zomba Records U.K., based in London. He remains chairman/CEO of BMG U.K. and Ireland.

Nancy Polem is promoted to European marketing manager of BMG International, based in London. She was senior marketing manager of BMG Benelux.

BMG International also names **Suzanne Steers** director of marketing and **Simon Fiedle** marketing/promotions coordinator. They were, respectively, director of marketing for Zomba International and marketing coordinator at Zomba International. Both will be based in London.

Stefan Pienl is promoted to senior VP/COO of BMG Classics, based in Munich. He was managing director of BMG Ariola Classics Germany/Switzerland/Austria.

Michael Richardson is named frontline marketing manager of Uni-

versal Music Australia, based in Sydney. He was marketing manager of Arista and Cheeky at BMG U.K.

Tracie London-Rowell is named director of film, TV, and advertising for Universal Music U.K. She was head of synchronization for Chrysalis Music.

MUSIC PUBLISHING: Taka Matsui is promoted to managing director of Universal Music Publishing K.K., based in Tokyo. He was senior director.

MUSIC RETAILING: Mark Bowles is promoted to head of property for music specialist HMV. He was its sister company bookseller, Waterstones, based in London. He was head of property for HMV Europe.

MUSIC TELEVISION: Li Yi is promoted to senior VP of MTV China, based in Beijing. She was managing director.

Twelve-Month Revamp Planned For U.K.'s Ministry Of Sound

BY ADAM HOWORTH

LONDON—Ministerial reshuffles are a regular part of British political life. But the latest U.K. ministry to get a revamp is not part of the government here; rather, it's the dance specialist that claims to be the U.K.'s largest independent music company.

London-based Ministry of Sound (MoS) has been going through change since late 2002. There were cutbacks, including the closure of its U.S. office in New York, and the end of an exclusive North American licensing deal with MCA Records (*Billboard* Bulletin, Dec. 13, 2002).

Since then, it has terminated business relationships with two other London-based dance labels and seen its founder and CEO sidelined.

But the company is planning on bouncing back during the next 12 months by undertaking a major restructuring program overseen by recently appointed CEO Mark Rodol. That restructuring, Rodol says, should consolidate MoS' reputation as an international "dance brand."

Since starting life as a London dance club in 1991, MoS has grown into a multimedia business empire. It claimed annual revenue of £160 million (\$163 million) for 2002 and 3% of the U.K. albums market. It employs 100 staffers in the U.K., and a further 30 work in its Berlin and Sydney offices.

MoS' most difficulties coincided with a decline in singles shipments of more than 11% in value and volume (according to labels body the British Phonographic Industry) in its core U.K. market, with dance music losing ground among the youth market to pop-oriented acts.

Rodol says that its cutbacks were "not that extreme, in those market conditions. We were nine months ahead of the rest of the industry, which

reacted with even more extreme cuts."

The next 12 months, he says, will see a major transition in the company. It will "be unrecognizable as a business."

Part of the transition has involved severing links with London-based Renaissance Records in *May/Willboard Bulletin*, May 28), for which MoS provided U.K. sales and marketing and international distribution. In February,

strategy, as opposed to previous years," he insists. "As a multimedia brand, our different strands allow us to exploit the market—whether it's selling MP3 players [online at ministryofsound.com] or downloads, or operating our [online] radio channel."

Delivering successful compilations has allowed MoS to combat globally falling singles sales. Lohan Presencer, managing director of the company's label arm, Ministry of Sound Recordings, gives little credence to media talk about the "death of dance" as a genre.

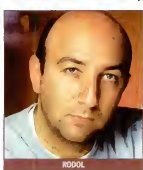
"How can it possibly be true," he asks, "when we're having hit records? If you pull up the U.K. singles sales chart for any week, still 30%-40% of the hit records are dance."

Still, MoS' dance and urban manager for HMV Europe at the retailer's London headquarters, confirms consumer demand for the genre in the U.K. "Last year, only one club record crossed over from dance to mainstream," Press 2's "Lazy" [on U.K. label Skint].

"This year, we've already had massive hit singles in the U.K. by Room 5's "Make Love" on Positiva! and Bhangra Knights' "Husan," also on Positiva. And MoS has had DJ Sammy at No. 1 on the Official UK Charts Co. weekly sales chart] with "Boys of Summer" and Tomcraft at No. 1 with "Loveless."

Most MoS signings are licensed individual tracks, which are released as singles and on album compilations. The one notable exception is British electronica duo Bent, which is being developed as a long-term, album-based project.

To date, the company claims to have sold 30 million albums globally—predominantly compilations—across the U.K., Germany, and Australia, where it has standalone operations, releases are licensed to local partners on a territory-by-territory basis.



RODOL

MoS had pulled out of a joint venture with another London-based indie, urban label Relektless Records.

MoS was founded by James Palumbo, who relinquished his day-to-day duties as CEO to become part-time chairman in March. Simultaneously, Rodol was promoted to CEO; he had been creative and marketing director. "James is the chairman, networking and introducing opportunities to us," Rodol says.

His own core responsibility, Rodol says, is "developing the long-term brand focus for Ministry of Sound."

The idea of MoS as a "brand" is something Rodol stresses regularly. He describes himself as the "guardian" of the brand and suggests it is the strength of the brand that separates the company from its competitors.

"The business now has a brand-led

an important signal that piracy had to be addressed by decision-makers, adding, "This will help raise awareness about the issue."

Fourtous says she found many MEPs were unaware of the extent of the piracy problem. "Many thought it only covered luxury products, and they were reluctant to put their names to it. But we have to show that this is not just an economic problem; it is also one about society. Many people simply don't know where the law stands on this."

Fourtous adds that EU leaders should make fighting the counterfeiters one of their economic priorities. "We simply cannot secure creativity and innovation if it is not given the protection it deserves," she says.

McCarthy says, "This declaration

must be a wake-up call to governments to make a priority of tackling the growing piracy problem. Piracy undermines intellectual property but also risks lives for consumer health and safety."

The declaration says piracy and counterfeiting "have reached alarming levels in the EU and epidemic proportions in accession countries." It quotes EC statistics that show that 900% of counterfeit goods are intercepted by EU customs officials in 2001 than had been seized from 1998 to 2001. The declaration also restates a concern often expressed by the music industry that organized crime networks behind the pirate trade use profits to fund drug trafficking and terrorism.

IFPI Hails Declaration

Continued from page 47

strong pressure to comply with the demands of the parliament, which is the EU's only directly elected assembly.

The MEPs have launched the campaign in March all from the four biggest political groups: French Conservative Janelly Fourtous, British Labour MEP Arlene McCarthy, Dutch Liberal Tories, Austrian Green Mercedes Ederher, and Spanish Conservative Marcelino Crespo Arburua.

Fourtous says the declaration sends

T. Rex's 'Warrior' A Winning Remix

The medley of sounds and styles that makes up T. Rex's 1971 *Electric Warrior* will be heard—finally!—in the full glory of surround sound.

Original producer **Tony Visconti's** recent surround remix of *Electric Warrior*, due for September release on DVD-Audio in the U.S. and Super



Audio CD in Europe, lays bare both the greatness of the album's 11 tracks and the benefits of high-resolution, multichannel audio. Sitting in the middle of a 5.1-channel speaker array, the core musicians and overdubbed string and horn players are practically in the room, generating an extraordinary concision of primal rock: trippy, early-glam attitude; and Visconti's classical-inspired arrangements.

Analogs masters were baked in London and delivered to Looking

Glass Studios in New York on an AIT tape, which Visconti and engineer Hector Castillo downloaded to Pro Tools for the remix. With the exception of two songs for which original multitrack masters could not be found, Visconti reveals, the remix process was not complicated.

"It was all 16-track tape, and on a lot of [songs], we didn't even use 16 tracks," he recalls. "For instance, 'Jeepster' is a 12-track recording, and I think there's another one that is an 11-track recording. The hardest thing is remembering what I put those [signals] through 30 years ago—what compressors, what kind of delays, all that. We listened to the stereo versions very carefully, because if we didn't copy it exactly, it sounded really bad."

Fortunately, Visconti adds, Looking Glass Studios is equipped with a variety of vintage processing equipment, including 10 channels of New preamplifiers, a Fairchild compressor/limiter, Universal Audio 1176s, and Pultec equalizers. "The only thing we made a concession to," Visconti notes, "was when we had slapback echo. In those days, we used to have a tape machine going all at times; nowadays, we use digital delay."

Classically trained, Visconti's string arrangements complement

Studio Monitor

By Christopher Walsh
ewalsh@billboard.com



the four-piece rock 'n' roll of T. Rex. Presented in surround sound, the string and horn tracks gain greater prominence, allowing a more engrossing blend of sounds and styles.

"Besides the traditional string section, which was a full complement of violins, violas, and cellos, on some tracks we had two cellos and a bassoon," Visconti says. "That is a very lovely sound, and you can hear it much better in surround."

As with his 5.1-channel remix of **David Bowie's** *Heathen* (Studio City, Aug. 31, 2002), Visconti's surround mix of *Electric Warrior* is big, utilizing all speakers fully. Additionally, low-frequency signals—bass guitar and bass drum—are fed to all five speakers as well as to the subwoofer.

"I've heard some 5.1 mixes that are amazingly thin and puny, because everyone puts everything in the front speakers and only the reverb in the back," he observes. "I

think it's a great injustice to the system."

"The band was mainly featured in front with guitars wrapped around the sides, kind of in a semi-circle," he continues. "I used the center channel exclusively for the voice, then blended the voice a little bit into the left and right speakers. I had the reverbs coming from all speakers, but certain ones—for instance, if it was the vocal reverb—would be going to the rear speakers."

"I kept the strings in the back speakers, creating a semi-circle with

the string section in the rear speakers, and their reverb would be thrown to the front. We placed saxophones on the sides—I would pan them and make a kind of center between the front right and the rear right, and the rear left and the front left."

Electric Warrior was recorded more than 30 years ago at four now-defunct studios—Media Sound in New York, Wally Heider's in Los Angeles, and Trident and Advision in London—but the surround remix brings the sounds of its era very close. "That was the idea," Visconti says. "Not to make it sound like it was recorded today, [but] to make a spacious recording of yesterday."

Tracking The Changes At Pacificque Studios

BY CHRISTOPHER WALSH

Though the 115th Audio Engineering Society (AES) Convention is nearly four months away—it will be held Oct. 10-13 in New York—it is not difficult to predict the look of the exhibition floor.

Digital audio workstations (DAWs) have become the norm for recording and editing, and the 115th AES conab will feature all the latest DAW hardware and software, led by Digidesign, manufacturer of the Pro Tools platform. Tape machines, increasingly rare in recording applications, are likely to be found at the convention's "museum of recording" demonstration, if at all.

Mixing is one stage of music production that still enjoys, for the most part, the budgetary considerations once afforded tracking. Also, with the exception of multichannel music, one of the few areas of the music industry experiencing growth—the equipment and process have not fundamentally changed.

This paradigm is seen at Pacificque Recording Studios, a two-room facility in North Hollywood, Calif., with its recent installation of a second Solid State Logic X.K. Series console. Introduced in early 2002, the K Series—its predecessor, the J Series—has found a home in many of the world's top recording facilities. Pacificque installed both models shortly after their introduction.

"Last year, we changed one [console]—I co-own Joe Deranier's studio," says "Then the demand was so high, because my clients who were working on the K didn't want to go back to the old console."

Pacificque can accommodate vocal or instrumental overdubs. Deranier's studio, but tracking dates have gone the way of his analog tape machines. "We

have large rooms," he says, "and we used to have tracking [sessions] all the time, when we had a Trident house. I still have analog tape machines too, we haven't used them for the last two years."

Multichannel music for such consumer formats as DVD-Audio and Super Audio CD represents the most profound shift in the mixing field since the emergence of stereo. Mix engineer Brad Gilderman, a regular client at Pacificque, is using the K Series consoles for both 2- and 5.1-channel mixes. He recently created a surround mix for Japanese artist Yashua's upcoming DVD.



"Pro Tools and all these things are great, but I think what stands out with myself, as well as other mixers, is the combination of a great console with the technology," Gilderman says. "We've been doing stereo mixes as well as 5.1 mixes, and the XL K is the most incredible console there is."

"Recording has become a different process than what it was when I started," Gilderman adds, "because I grew up in the era of 'everything live.' As things have changed, it seemed advantageous to be more involved in mixing. Mixing just gives better control."

JUNE 21
2003

PRODUCTION CREDITS

BILLBOARD'S NO. 1 SINGLES (JUNE 14, 2003)

CATEGORY	HOT 100	R&B	COUNTRY	POP	MAINSTREAM ROCK
TITLE Artist Producer (Label)	21 QUESTIONS 50 Cent Featuring New Daughters Smith (50 Cent/Aftermath/ Interscope)	21 QUESTIONS 50 Cent Featuring New Daughters Smith (50 Cent/Aftermath/ Interscope)	BEY FOR MY HORSES Beyoncé Featuring Wale Nnamdi & Jill Scott (Roc-A-Fella)	21 QUESTIONS 50 Cent Featuring New Daughters Smith (50 Cent/Aftermath/ Interscope)	LIKE A STONE Audiotized R. Rude (Interscope/Rpt)
RECORDING STUDIO(S) (Engineer)	ENCORE (Burbank, CA) Mauricio "Wes" Ingram TEAMWORK (Long Island, NY) Steve "Big Boy" Gardner	ENCORE (Burbank, CA) Mauricio "Wes" Ingram TEAMWORK (Long Island, NY) Steve "Big Boy" Gardner	HY FACTORY CRESTINA (Miami, FL) O'BRIEN (Burbank, CA) Jillie James	ENCORE (Burbank, CA) Mauricio "Wes" Ingram TEAMWORK (Long Island, NY) Steve "Big Boy" Gardner	CELLIO (Los Angeles, CA) David Schiffman
CONSULTANT(S) (DAW)	SSL 4000 G	SSL 4000 G	SSL 5000 J	SSL 4000 G	Neve DTS
RECORDING(S)	Pro Tools	Pro Tools	Sony 300-HL, Pro Tools	Pro Tools	ATR 102, Vintage API
RECORDING MEDIA	Pro Tools	Pro Tools	Quadrant 402, Pro Tools	Pro Tools	EMTEC 600
MIX DOWN STUDIO(S) (Engineer)	ENCORE (Burbank, CA) Gi Dre	ENCORE (Burbank, CA) Gi Dre	LOUD (Burbank, CA) Jillie James	ENCORE (Burbank, CA) Gi Dre	CELLIO (Los Angeles, CA) Rick Carter
CONSULTANT(S)/DAW(S)	SSL 4000 G	SSL 4000 G	SSL Defend 07-03	SSL 4000 G	SSL 5000 J
RECORDING(S)	Pro Tools	Pro Tools	Pro Tools	Pro Tools	ATR 102, Pro Tools
MIX DOWN MEDIA	Pro Tools	Pro Tools	Pro Tools	Pro Tools	Quadrant 600
MASTERING (Engineer)	BERNIE GRUNDMAN (Los Angeles) Brian "Big Boy" Gardner	BERNIE GRUNDMAN (Los Angeles) Brian "Big Boy" Gardner	MASTERING (Burbank, TX) Rick Williams	BERNIE GRUNDMAN (Los Angeles) Brian "Big Boy" Gardner	SONY (New York) Vlado
CO-CASSETTE MANAGER(S)	UMFV	UMFV	UMFV	UMFV	UMFV

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'Anger' Management

Continued from page 7

made the decision along with fellow co-president Peter Mensch and Elektra, the label's label.

STRATEGIC PAYOFF

St. Anger hit stores five days in advance of the planned June 5 release date. It was a rare Thursday release that would have been unheard-of only a few years ago.

But in the past 13 months, three other top albums have also been released early. They were *The Eminem Show* in May 2002, followed by 50 Cent's *Get Rich or Die Tryin'* in October and Nas' *God's Son* in December. In Metallica's case, the strategy appears to have paid off. Thanks to the 418,000 copies sold in the truncated week, *St. Anger* debuts this issue at No. 1 on The Billboard 200.

While street dates can be moving targets, labels generally try to notify customers at least six weeks in advance of a planned change.

That's because big accounts generally book advertising a month in advance of the scheduled release. But in the past few years, the music industry has been outmaneuvered by pirates, who have often posted tracks on the Internet well in advance of the sale date.

Making matters worse, the Internet has made it easier to distribute counterfeit copies of albums, which also hurts sales.

The Eminem Show's release date was moved not once, but twice. But after it moved 285,000 copies in an abbreviated selling week and 1.32 million in the second, full-length week, all was forgiven.

Burnstein says the early release on Metallica was triggered after management learned that an Argentine radio station had a copy of *St. Anger* and was playing every track on-air.

Also, the U.K.'s Salsbury chain put the album in its 480 stores June 2, a full week before the June 9 release date in that country. Burnstein made Universal Music International (UMI), the distributor handling *St. Anger* worldwide except for North America and Japan, aware of the contingency plans in late May.

A Salsbury spokeswoman admits that the chain put out the album too early but only after it heard about the change in the street date. Once it realized that it had moved too soon, it sent an order to pull the album from the shelves. About 450 of its stores responded that day, but it took until Wednesday for another 30 outlets to do so.

Burnstein says he was worried that other radio stations would start playing Argentine versions of the Metallica tracks, with the U.S. talking in Spanish over the music.

Elektra executive VP/GM Greg Thompson agrees. "There was a great fear that we could have been hurt deeply by waiting until the 10th, so we felt it was in the best interest of everybody to stick to street date." Elektra informed its distributor,

WEA, at 9:30 a.m. June 2 that it was moving the *St. Anger* street date to June 5. This enabled the distributor to spread the word to retail accounts.

WEA reacted rapidly. It helped that large accounts with central warehouses generally get warehouse releases seven to 10 days in advance to allow time to prepare for redistribution.

WEA had to move quickly for those merchants that get drop shipments, or product shipped directly to stores. In fact, WEA notified accounts June 4 that it was OK to sell the album immediately, after it became aware of street date violations in the eastern part of the U.S. one day earlier.

U.S. merchants say the rollout went smoothly.

Ron Lund, senior VP of product management logistics at Troy, Mich.-based Handleman, says that other sudden street-date moves in the past year have forced them "to build a distribution and merchandising infrastructure to respond."

Lew Garrett, executive VP at Torrance, Calif.-based Warehouse Entertainment, also says that Elektra made the best of an awkward situation.

"We are nimble enough to react to this," he says. "All specialty retailers are used to this now."



LUND

But others say that some of the big boxes, like Wal-Mart and Target, may not have had the album in all their stores by the June 5 street date.

Calls to Target and Anderson Merchandisers—which stocks about two-thirds of Wal-Mart—were not returned. *St. Anger*, which carries an \$18.98 list price, has a bonus cost of \$12.05 and carried a 3% buy-in discount on initial U.S. orders.

Sources say that initial shipments totaled 1.62 million units. UMI shipped 1.3 million copies of the album—which comes with a bonus DVD of the band playing the album tracks live—in its territories.

The album opened at No. 1 on sister publication *Musica & Media*'s European Hot 100 Albums chart. It was No. 1 on charts in Denmark, Finland, Germany, Iceland, Mexico, Norway, Sweden, Poland, and Portugal.

Additionally, all copies have an individual identification number that enables buyers to access a Metallica site at metallicavault.com and download free copies of live music. In the past, Metallica has been a vociferous opponent of unauthorized downloading.

So far, 50,000 people have signed up for the site and downloaded 500,000 songs, Burnstein reports. The material available on the site will be replenished at intervals during the next 18 months, he adds.

St. Anger is said to be one of the band's heaviest sets ever, especially compared with albums that the group has put out since its mainstream breakthrough, *Metallica*, in 1991.

Thompson says that the band drew upon "what the band was living with" that the band has been through in the last five years and poured their soul out in the album.

AGGRESSIVE CAMPAIGNS

Retal came up with aggressive campaigns to promote the album. In particular, Thompson cited Best Buy, which placed about 1 million pre-order cards in their stores to promote the chain's online store.

Retail campaigns, radio promotions, publicity initiatives and MTV's powerful *Rock Show* featuring Metallica built incredible word-of-mouth publicity, Thompson says.

The message got out loud and clear that "not only is Metallica is back, but they are back with a bang," he says.

Elektra also primed the pump for the new album and took advantage of the *Icones* exposure for the band's first four releases by launching a Metallica catalog campaign beginning the week ending May 14.

That promotion, which provided merchandisers with a 12% discount and 30 days in extra dating for payments, proved bountiful. Account efforts to promote the featured titles spurred sales of the full Metallica catalog.

The four featured titles, which had been averaging weekly sales of about 9,000 copies before the promotion, have since jumped to average combined weekly sales of about 23,000 units.

Likewise, the full Metallica catalog, including those four titles, has seen sales jump during the past five weeks to around 47,000 copies per week from an average of about 22,500, according to Nielsen SoundScan.

A lot of midnight sale plans, however, had to be abandoned because of the early release date. "Many stores had [Metallica] midweek sales set up to make it an event," says Terry Currier, owner of Music Millennium in Seattle. "So a lot of money was spent to prepare for that, and it was anti-climactic."

Also, because there was no time to move planned advertising, the circulars featuring Metallica as the big release for the week came out after it was available, instead of the traditional at Sunday before.

That, however, could give *St. Anger* a better-than-expected second week in sales, because the circulars alert customers who did not know about the album, let alone about the change in street date.

Another downside, at least for Atlantic Records, is that the shift of the Metallica release schedule killed Jewel's chance to be No. 1 this issue.

Her new album, *0304*, placed second on The Billboard 200, with scans of 144,000 units, according to Nielsen SoundScan.

The Warner Music Group might have laid claim to the No. 1 spot for four weeks in a row.

"I guess we spent a lot of time thinking about all the issues, doing the best we could for the band and for the label," Burnstein says. "But one mistake, it would be to the band's benefit."

Behind the Charts

THE LATEST TRENDS FROM BILLBOARD'S CHARTS

Aggressive Start For Metallica's 'Anger'

With two fever selling days than most releases have when they hit the charts, rock stalwart Metallica manages an opening-week sum larger than that which greeted its last album in 1999 (see story, page 7). The band's new *St. Anger* thus leads The Billboard 200, marking the fourth straight week—and the seventh time in the past 11—that a rock album has topped the chart.

The shorter selling window came as a result of the decision by Elektra and WEA to shift the album's release date from June 10 to an off-cycle Thursday bow on June 5. That move mirrored the

accelerated release that Interscope and Universal Music's Video Distribution staged earlier this year for 50 Cent's *Get Rich or Die Tryin'*, which has not only been the best-selling title of 2003 (4.9 million thus far) but also owns the year's biggest opening frame (872,000 copies).

The day before *St. Anger* went on sale, its label and distributor predicted the title might start in the range of 250,000–350,000, but it sold even more: 418,000 copies. That beats the 300,000 units that greeted Metallica's symphonic *S&M* in November 1999 and is on par with the openers of its 1997 and 1998 releases.

Reload, the last Metallica set to reach No. 1, arrived with a sum of 435,500 in 1997. The following year, the band's *Garage Inc.* opened at No. 2 with 426,500.

HIGHER AND HIGHER: As noted here last week, the shift on Metallica-

Over the Counter

By Geoff Mayfield
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ca coct Elektra's sister label Atlantic's shot at a second straight week at No. 1, because *Jewel's* new *0304* is the only other album on The Billboard 200 to surpass 100,000 copies.

Last issue's champ, *Led Zepellin*, remains in the top 10 (No. 9, down 51%).

At 143,500 copies, *Jewel's* opening week is well shy of the 368,000-unit start that placed *Spirit* at No. 3 in 1998 but 2.4% greater than the first-week sum that placed her previous album, *This Way*, at No. 9. *Jewel's* No. 2 notch is also a career-high Billboard 200 rank for the singer-songwriter.

This issue's top 10 also sports a best-ever Nielsen SoundScan week for *Train* and a Billboard 200 peak for country band *Lonestar*. The former rolls in with 87,000, 6% more than its sophomore album rang in 2001, when it also entered at No. 6. *Lonestar's* hits set begins at No. 7 with 86,000, which is down from the 112,000-unit opener of its 2001 release *I'm*

Already There but two rungs higher than that album's peak. This is also the group's second straight No. 1 on Top Country Albums.

This is also a big chart week for Gillian Welch, a performer/songwriter who has long been a favorite of critics and fellow musicians. Her independently distributed *Soul Journey* enters Heatseekers at No. 1, the first time she has topped any Billboard chart.

Entering the big chart at No. 107 also represents a Billboard 200 high for her career, beating the No. 157 crest seen two years ago by *Time* (The Revelator). The new album's 10,000-unit start also

beats her previous best SoundScan week, set when *FEAR* sold 9,000.

ON YOUR FEAT: Warner Music Group's independent distributor Alternative Distribution Alliance (ADA) rules the roost on Top Independent Albums.

Including the chart-topping *Vans Warped Tour 2003 Compilation* from Side One Dummy (No. 21 on The Billboard 200), ADA holds a dozen slots on the list and a 24.5% share of the chart's sales.

ADA's haul includes comedian **George Lopez**, entering at No. 15.



Aiken First Out Of Gate In 'Idol': Round Two

The retail singles issued by the latest *American Idol* winner, **Ruben Studdard**, and runner-up **Clay Aiken**—which were scheduled for a June 10 release—made it out of some stores prior to that date, resulting in early debuts for each on Hot 100 Singles Sales. Aiken's "This Is the Night" debuts at No. 19, with 1,500 units scanned, while Studdard's "Flying Without Wings/Superstar" comes in at No. 22, with 1,000 units sold.

Sales projections for next week are huge, as both singles are expected to scan between 200,000 and 300,000 units. Aiken is predicted to be the champion of this rematch. If those numbers hold true, it would be more than enough for Aiken to debut at No. 1 on The Billboard Hot 100, with Studdard a close second.

Although both singles contain two tracks, we only list the song with the higher cumulative advance at the time of release on the Hot 100 and Hot R&B/Hip-Hop Singles & Tracks chart. Therefore, sales points will be linked to Studdard's "Flying Without Wings" on the Hot 100, while "Superstar" will benefit on R&B/Hip-

Hop Singles & Tracks (where it debuts at No. 61 this issue), because that song has the higher advance at that format. Because both formats appear on a chart, they will each be listed on Hot 100 Singles Sales and Hot R&B/Hip-Hop Singles Sales.

Aiken's sales points will be linked with "Night" for Hot 100 purposes, while the other song on the single, "Bridge Over Troubled Water," will not be listed on the sales chart, because it has yet to chart elsewhere and it is not the track with the higher cumulative advance.

Another TV talent show winner, **Brooke & Dunn**, has the highest debut on both Hot 100 Singles Sales (No. 3) and Top Country Singles Sales (No. 2) with the self-penned "Help Pour Out the Rain (Lacey's Song)." *Jewel* was the victor in the inaugural *Nielsen* Star competition last month on the USA Network. The song also debuts on the Hot 100 at No. 86 while bulleting at No. 29 on

Singles Minded

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Hot Country Singles & Tracks.

TROPICAL TWANG: Alan Jackson and Jimmy Buffett post the highest debut in the modern era on Hot Country Singles & Tracks, as "It's Five O'Clock Somewhere" bows at No. 31 with 1,323 detections (see Chart Beat, page 72).

"Somewhere" is the highest debut and biggest first-week spin count on this chart since *Shania Twain's* "I'm Gonna Getcha Good!" arrived at No. 24 with 1,929 plays in the Oct. 19, 2002, issue. It also sets a new mark in the Nielsen Broadcast Data Systems era for highest bow by a co-billed song, beating *Reba McEntire*

and *Brooke & Dunn's* "If You See Him/I'll See You" which splashed on at No. 32 in the May 2, 1998, *Billboard*.

Although Jackson has previously collaborated with several stars, including *George Jones*, *George Strait*, *Jeff Fowler*, and *Jeannie Kendall*, the new single is the loftiest perch he's had on the chart with a duet. His 2000 pairing with Strait on "Murder on Music Row" made it to No. 38, and he had a brief chart run one year earlier with Buffett on the classic "Margaretville."

FRESH TURNS: For the first time since Sept. 16, 2000, three different titles climb to No. 1 on Hot R&B/Hip-Hop Singles & Tracks and its sales and airplay component charts. On *Singles & Tracks*, "So Gone" by *Monica* ends the seven-week *50 Cent* Featuring *Nate Dogg's* "21 Questions." Meanwhile, "Music Stick" by *Lil' Kim* takes *50 Cent* steps to No. 1 on Hot R&B/Hip-Hop Airplay, and "SnakeIt!" Never Leave" by *R. Kelly* slithers to

the top of Hot R&B/Hip-Hop Singles Sales.

While "Stick" beats out "Gone" by only 144,000 listener impressions on the airplay chart, *Monica* benefits on *Singles & Tracks* from retail availability and non-monitored radio points to wedge out *Lil' Kim* by only 100 points. The gap on the airplay chart is the smallest since May 12, 2001, when a mere 12,600 impressions separated "Heard It All Before" by *Sunshine Anderson* at No. 1 from runner-up "Love" by *Musiq*.

By Wade Jessen, Minal Patel, and Silvio Pietrolungo.



Sales data compiled by
Nielsen
SoundScan

WEEK LAST WEEK 1 WEEK AGO	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION	WEEKS ON CHART	WEEK LAST WEEK 1 WEEK AGO	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION
1	METALLICA NUMBER 1/HOT SHOT DEBUT IMPERIAL/REPRISE (10 0000)	St. Anger	1	58	10	COLD JIVE/REPRISE (10 0000)	Year Of The Spider	3
2	JEWEL ATLANTIC (000000) (10 0000)	0304	2	52	48	EMINEM [▲] JIVE/REPRISE (10 0000)	The Eminem Show	1
3	50 CENT [▲] GUTS/REPRISE (10 0000)	Get Rich Or Die Tryin'	1	53	47	LISA MARE PRESLEY [▲] CAPTIVE (10 0000)	To Whom It May Concern	5
4	EVANESCENCE [▲] WIDE ORANGE (10 0000)	Fallen	3	54	47	JOHN MAYER [▲] JIVE/REPRISE (10 0000)	Room For Squares	8
5	1	1	1	55	50	VARIOUS ARTISTS BMG/REPRISE (10 0000)	Ultimate Smash Hits	55
6	1	1	1	56	56	THE ALL-AMERICAN REJECTS [●] JIVE/REPRISE (10 0000)	The All-American Rejects	25
7	1	1	1	57	57	FRANKIE J JIVE/REPRISE (10 0000)	What's A Man To Do?	53
8	1	1	1	58	58	DANIEL BEDINGFIELD ISLAND (10 0000)	Gotta Get Thru This	41
9	1	1	1	59	59	3 DOORS DOWN [▲] JIVE/REPRISE (10 0000)	Away From The Sun	8
10	1	1	1	60	60	SOUNDTRACK [▲] JIVE/REPRISE (10 0000)	Chicago	2
11	1	1	1	61	61	DJ KAYSLEY JIVE/REPRISE (10 0000)	The Streetweeper Vol. 1	22
12	1	1	1	62	62	LIK JON & THE EAST SIDE BOYZ [▲] JIVE/REPRISE (10 0000)	Kings Of Crunk	15
13	1	1	1	63	63	JAMES TAYLOR JIVE/REPRISE (10 0000)	The Best Of James Taylor	11
14	1	1	1	64	64	JASON MRAZ JIVE/REPRISE (10 0000)	Waiting For My Rocket To Come	64
15	1	1	1	65	65	KENNY CHESNEY [▲] JIVE/REPRISE (10 0000)	No Shoes, No Shirt, No Problems	1
16	1	1	1	66	66	SIMPLE PLAN [▲] JIVE/REPRISE (10 0000)	No Feds, No Helicopters... Just Balls	36
17	1	1	1	67	67	RICKY MARTIN JIVE/REPRISE (10 0000)	Almas Del Silencio	12
18	1	1	1	68	68	50 CENT JIVE/REPRISE (10 0000)	The New Breed	2
19	1	1	1	69	69	NELLY [▲] JIVE/REPRISE (10 0000)	Nellyville	1
20	1	1	1	70	70	DIXIE CHICKS [▲] JIVE/REPRISE (10 0000)	Home	1
21	1	1	1	71	71	1	1	1
22	1	1	1	72	72	TAT.U. JIVE/REPRISE (10 0000)	200 KMH In The Wrong Lane	13
23	1	1	1	73	73	MADONNA JIVE/REPRISE (10 0000)	American Life	1
24	1	1	1	74	74	AFI JIVE/REPRISE (10 0000)	Sing The Screws	5
25	1	1	1	75	75	JAHMEIL JIVE/REPRISE (10 0000)	Still Ghetto	8
26	1	1	1	76	76	TIM MCGRAW [▲] JIVE/REPRISE (10 0000)	Tim McGraw And The Dancehall Doctors	31
27	1	1	1	77	77	SOUNDTRACK [▲] JIVE/REPRISE (10 0000)	Lizzie McGuire	2
28	1	1	1	78	78	MARTINA MCBRIDE [▲] JIVE/REPRISE (10 0000)	Greatest Hits	5
29	1	1	1	79	79	THIRD EYE BLIND JIVE/REPRISE (10 0000)	Out Of The Vein	12
30	1	1	1	80	80	HEATHER HEADLEY [●] JIVE/REPRISE (10 0000)	This Is Who I Am	38
31	1	1	1	81	81	LYNTO SKYWARD JIVE/REPRISE (10 0000)	Vicious Cycle	30
32	1	1	1	82	82	KELLY PRICE JIVE/REPRISE (10 0000)	Piecewise	10
33	1	1	1	83	83	STACIE ORRICO JIVE/REPRISE (10 0000)	Stacie Orrico	59
34	1	1	1	84	84	POWERMAN 5000 JIVE/REPRISE (10 0000)	Transform	27
35	1	1	1	85	85	FLOETRY JIVE/REPRISE (10 0000)	Pleoric	19
36	1	1	1	86	86	RASCAL FLATTS [▲] JIVE/REPRISE (10 0000)	Melt	5
37	1	1	1	87	87	JENNIFER LOPEZ [▲] JIVE/REPRISE (10 0000)	This Is Me... Then	3
38	1	1	1	88	88	KIDZ BOB KIDS [▲] JIVE/REPRISE (10 0000)	Birds Of Prey	17
39	1	1	1	89	89	LIVE JIVE/REPRISE (10 0000)	Stripped	7
40	1	1	1	90	90	SOUNDTRACK [▲] JIVE/REPRISE (10 0000)	8 Mile	1
41	1	1	1	91	91	JOSH GROBAN [●] JIVE/REPRISE (10 0000)	Josh Groban	8
42	1	1	1	92	92	CHEVELLE [●] JIVE/REPRISE (10 0000)	Wander Where I Want	14
43	1	1	1	93	93	UNCLE KRACKER JIVE/REPRISE (10 0000)	No Stranger To Thorns	13
44	1	1	1	94	94	TYRRESE [▲] JIVE/REPRISE (10 0000)	I Wanna Go There	46
45	1	1	1	95	95	RANDY TRAVIS JIVE/REPRISE (10 0000)	Rise And Shine	73
46	1	1	1	96	96	SNOOP DOGG [▲] JIVE/REPRISE (10 0000)	Paid The Cost To Be De SoB	12
47	1	1	1	97	97	LIL' MO JIVE/REPRISE (10 0000)	Meet The Girl Next Door	17
48	1	1	1	98	98	LIONEL RICHIE JIVE/REPRISE (10 0000)	The Definitive Collection	19
49	1	1	1	99	99	KEITH URBAN [▲] JIVE/REPRISE (10 0000)	Golden Road	11
50	1	1	1	100	100	BUSTA RHYMES [●] JIVE/REPRISE (10 0000)	It Ain't Safe No More...	43

LAST WEEK		Salsa data compiled by 		Nielsen SoundScan		Title	
		ARTIST NAME AND NUMBER/DISTRIBUTOR LABEL		WEEKS ON CHART			
		NUMBER 1		1 Week At Number 1		Trendline No Trend	
1	1	JOHN MELLENCAMP					
2	2	JIM BELUSHI, DAN AYKROYD		1		Have Love Will Travel	
3	3	BUDDY GUY		1		Ghosts Singin'	
4	4	ETTA JAMES		1		Let's Roll	
5	5	SUSAN TEDESCHI		1		Wait For Me	
6	6	STEVE RAY VAUGHAN AND DOUGIE TROUBLE		1		The Essential Davey Doghouse And Double Trouble	
7	7	MARCIA BALL		1		So Many Rivers	
8	8	DELBERT MCCLEINTON		1		Return to Brother	
9	9	WILLIE CLAYTON		1		The Last Man Standing	
10	10	JIMMY THACKERY & THE DRIVERS		1		True Stories	
11	11	JOHNIE MEEBACHER & MUDDY WATERS		1		Winning Combinations	
12	12	ROBERT PALMER		1		Drive	
13	13	BOBBY "BLUE" BLAND		1		Blues At Midnight	
14	14	SONNY LANDRETH		1		The Road We're On	
15	15	ROOMFUL OF BLUES		1		That's Right	

LAST WEEK		Sales date completed for		Nielson SoundScan	
		ARTIST, ABBREVIATED & NUMBER/DISTRIBUTING LABEL		TITLE	
1	SEAN PAUL	12	NUMBER 1	30 Weeks At Number 1	Dutty Rock
2	WAYNE WUNDER				No Holding Back
3	VARIOUS ARTISTS				Rasta Jamz
4	ZIGGY MARLEY				Dragonfly
5	VARIOUS ARTISTS				Ultimate Reggae
6	SHAGGY*				Lucky Day
7	BUJ BANTON				Friends For Life
8	BOB MARLEY AND THE WAILERS				Legend (Deluxe Edition)
9	BEENIE MAN				Tropical Storm
10	EAST STAR ALL-STARS				Dub Side Of The Moon
11	VARIOUS ARTISTS				Reggae 2000
12	PAPA SAN				God & I
13	VARIOUS ARTISTS				Reggae Gold 2002
14	CARIBBEAN PULSE				Stand Up
15	CHRISTAFARI				Gravity

RANK	LAST WEEK	Saves data compiled by Nielsen SoundScan		WEEKS ON CHART	TOTAL SALES TO DATE
		ARTIST	IMPACT & NUMBER OF CERTIFIED LABELS		
1	1	SOUNDTRACK	15# NUMBER 1 (1)	3	3 Weeks at Number 1 Best R&B Debut Since
2	2	IBRAHIM FERRER	10# NUMBER 1 (1)	1	Business Horizons
3	3	CIRQUE DU SOLEIL	10# NUMBER 1 (1)	1	Verano
4	4	THE J. J. WARE GROUP	10# NUMBER 1 (1)	1	Frida
5	5	RY COODER MANUEL GALBAN	10# NUMBER 1 (1)	1	Mambo Simplemente
6	6	DANIEL O'DONNELL	10# NUMBER 1 (1)	1	The Desert O'Donnell Sessions
7	7	DANIEL O'DONNELL	10# NUMBER 1 (1)	1	Greatest Hits
8	8	ISRAEL KAMAKAWIO'OLE	10# NUMBER 1 (1)	1	Alone In I'World
9	9	THE CHEIFTEENS	10# NUMBER 1 (1)	1	Down The Old Plank Road/The Nashville Sessions
10	10	DAVID VESAN	10# NUMBER 1 (1)	1	Reddus-Rae
11	11	DANIEL O'DONNELL	10# NUMBER 1 (1)	1	Classic Duets: Especially For You/Love Songs
12	12	BAHA MEN	10# NUMBER 1 (1)	1	Gracias Men
13	13	AFRODICITS	10# NUMBER 1 (1)	1	Soul
14	14	DANIEL O'DONNELL	10# NUMBER 1 (1)	1	Classic Duets: The Last Waltz/For Your Dream
15	15	VARIOUS ARTISTS	10# NUMBER 1 (1)	1	Euro Love Songs

LAST WEEK		THIS WEEK		Sales data compiled by Nielsen SoundScan		Title	
		ARTIST		ALBUM (NUMBER OF WEEKS ON CHART)			
1	1	STACEY ORRICO	STACEY ORRICO	1	NUMBER 1	3 Weeks At Number 1	
5	5	RANDY TRAVIS	RENEE RANDY TRAVIS	1	RENEE RANDY TRAVIS	1	Single Debut
4	4	VARIOUS ARTISTS	WOMEN WORTH WAITING	1	WOMEN WORTH WAITING	1	Best And Shout
6	6	NEWSBOYS	STAYING TRUE FOREVER	1	GREATEST GAINER	1	WOMEN WORTH WAITING
2	2	THIRD DAY	THIRD DAY	1	THIRD DAY	1	Adorations: The Worship Album
11	9	MERCYME	MERCYME	1	MERCYME	1	Offerings: It All Have To Give
10	10	VARIOUS ARTISTS	VARIOUS ARTISTS	1	VARIOUS ARTISTS	1	Amaze Them
8	8	MICHAEL W. SMITH	MICHAEL W. SMITH	1	MICHAEL W. SMITH	1	Worshiping Together: I Could Sing Of Your Love Forever
10	11	MICHAEL W. SMITH	MICHAEL W. SMITH	1	MICHAEL W. SMITH	1	Worshiping Again
12	12	RELENT K	RELENT K	1	RELENT K	1	Don't These Do
7	10	DONNIE MCCULLIKIN	DONNIE MCCULLIKIN	1	DONNIE MCCULLIKIN	1	Doesn't Make Church
13	13	TWITCHFOOT	TWITCHFOOT	1	TWITCHFOOT	1	The Best And Shout
14	14	AVALLON	AVALLON	1	AVALLON	1	The Very Best Of Avalon: Testify To Love
9	7	VARIOUS ARTISTS	VARIOUS ARTISTS	1	VARIOUS ARTISTS	1	Worshiping Together: Be Glorified
15	15	VARIOUS ARTISTS	VARIOUS ARTISTS	1	VARIOUS ARTISTS	1	Worshiping: A Total Worship Experience
16	16	PHIL	PHIL	1	PHIL	1	Worshiping: A Total Worship Experience
18	18	POINT OF GRACE	POINT OF GRACE	1	POINT OF GRACE	1	Worshiping: A Total Worship Experience
20	18	VARIOUS ARTISTS	VARIOUS ARTISTS	1	VARIOUS ARTISTS	1	Worshiping: A Total Worship Experience
22	19	GEORGE JONES	GEORGE JONES	1	GEORGE JONES	1	The Gospel Collection: George Jones Sings The Greatest Songs Ever
40	37	REBECCA JAMES	REBECCA JAMES	1	REBECCA JAMES	1	Went For Me: The Best From Rebecca J. James
15	21	JACK VILLASQUEZ	JACK VILLASQUEZ	1	JACK VILLASQUEZ	1	Worshiping: A Total Worship Experience
21	22	12 STONES	12 STONES	1	12 STONES	1	Worshiping: A Total Worship Experience
23	23	STEVEN CURTIS CHAPMAN	STEVEN CURTIS CHAPMAN	1	STEVEN CURTIS CHAPMAN	1	Worshiping: A Total Worship Experience
24	24	NICHOLE MORDEMAN	NICHOLE MORDEMAN	1	NICHOLE MORDEMAN	1	Worshiping: A Total Worship Experience

27	26	JARS OF CLAY	THE LOVE FELLOWSHIP CRUSADE CHOR	Fatherhood: From the Streets, From the Stage	27	26	THE LOVE FELLOWSHIP CRUSADE CHOR	Fatherhood: From the Streets, From the Stage
28	27	MISTY BLUE	THE LOVE FELLOWSHIP CRUSADE CHOR	Family Blue & White	28	27	MISTY BLUE	Family Blue & White
29	28	VARIOUS ARTISTS	THE LOVE FELLOWSHIP CRUSADE CHOR	X 2003: Experience the Absolution	29	28	VARIOUS ARTISTS	Experience the Absolution
30	29	THE CROSS MOVEMENT	THE LOVE FELLOWSHIP CRUSADE CHOR	THE CROSS MOVEMENT	30	29	THE CROSS MOVEMENT	THE CROSS MOVEMENT
31	30	TRICK MULLINS	THE LOVE FELLOWSHIP CRUSADE CHOR	Yeha	31	30	TRICK MULLINS	Yeha
32	31	VARIOUS ARTISTS	THE LOVE FELLOWSHIP CRUSADE CHOR	Yeha	32	31	VARIOUS ARTISTS	Yeha
33	32	BISHOP TO JAMES AND THE POTTER'S HOUSE MASS CHOR	THE LOVE FELLOWSHIP CRUSADE CHOR	Yeha	33	32	BISHOP TO JAMES AND THE POTTER'S HOUSE MASS CHOR	Yeha
34	33	NICHOLE NORDEMAN	THE LOVE FELLOWSHIP CRUSADE CHOR	Yeha	34	33	NICHOLE NORDEMAN	Yeha
35	34	AUDIO ADRENALINE	THE LOVE FELLOWSHIP CRUSADE CHOR	Yeha	35	34	AUDIO ADRENALINE	Yeha
36	35	DETTRICK HADDON	THE LOVE FELLOWSHIP CRUSADE CHOR	Yeha	36	35	DETTRICK HADDON	Yeha
37	36	LIFEHOUSE	THE LOVE FELLOWSHIP CRUSADE CHOR	Yeha	37	36	LIFEHOUSE	Yeha

LAST WEEK		3 WEEKS AGO		Singles		Albums		SoundScan		Title	
		ARTIST		WEEKS ON CHART		PEAK POSITION		WEEKS ON CHART		PEAK POSITION	
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 1 2 3 4											

LAST WEEK		THIS WEEK		Sales data compiled by Nielsen SoundScan		Artist		Album		Title	
				WEEKS ON CHART		ARTIST		IMPRINT & NUMBER/DISTRIBUTOR LABEL		TITLE	
1	NEW			1	1	VARIOUS ARTISTS	1	1	VARIOUS ARTISTS	1	1
2	1	2	1	2	2	LIL JON & THE EAST SIDE BOYZ	2	2	Wanted You 2003 Compilation	2	2
3	3	3	3	3	3	GUILLIAN VELVET	3	3	Soal Journey	3	3
4	4	4	4	4	4	VARIOUS ARTISTS	4	4	Punk @ Rama 8	4	4
5	5	5	5	5	5	CRAIG MORGAN	5	5	I Love It	5	5
6	6	6	6	6	6	MANHATTAN STREETBOWL/C.W. MCCALL	6	6	American Soul	6	6
7	7	7	7	7	7	MOSS DEEP	7	7	Free Agents: The Murds Mix Tape	7	7
8	8	8	8	8	8	NOFX	8	8	The War On Enervation	8	8
9				9	9	VARIOUS ARTISTS	9	9	\$: GREATEST GAINER \$	9	9
10	26	25	10	10	10	JIM VELUSHI, DAVE AKROYD	10	10	Have Love Will Travel	10	10
11	11	11	11	11	11	BLACK LATEL SOCIETY	11	11	The Blessed Hellride	11	11
12	12	12	12	12	12	EARTH, WIND & FIRE	12	12	Promise	12	12
13	16	21	13	13	13	PETER CINCOTT	13	13	Peter Cincott	13	13
14	10	14	14	14	14	JOHN HATT & THE GONERS	14	14	Beneath This Graft Ender	14	14
15	15	15	15	15	15	GEORGE LOPEZ	15	15	What Leader	15	15
16	16	16	16	16	16	SHEKINAH GLOIRY MINISTRY	16	16	Praise Is What I Do	16	16
17	17	17	17	17	17	TAKING BACK SUNDAY	17	17	Tell All Your Friends	17	17
18	19	24	18	18	18	INTERPOL	18	18	Turn On The Bright Lights	18	18
19	22	28	19	19	19	HOT CHOCOLATE	19	19	Make Up The Breakdown	19	19
20	11	11	20	20	20	SOUNDTRACK	20	20	Queer As Folk: The Third Season	20	20
21	12	12	21	21	21	B.G.	21	21	Livin' Legend	21	21
22	14	18	22	22	22	VARIOUS ARTISTS	22	22	Atticus: Dragging The Lake II	22	22
23	17	17	23	23	23	SATH PLATOON	23	23	All Or No's: Ohn	23	23
24	27	27	24	24	24	NICKEL CREEK	24	24	This Side	24	24
25	21	26	25	25	25	BOB SCAGGS	25	25	But Beautiful: Standards Volume 1	25	25
26	34	34	26	26	26	DAVID WAXMAN	26	26	Ultra: Trans-2	26	26
27	23	19	27	27	27	THE NEW PHOTOGRAPHERS	27	27	Electric Version	27	27
28	17	20	28	28	28	VARIOUS ARTISTS	28	28	30th Anniversary Collection: Ultimate Disc	28	28
29	29	29	29	29	29	BOB MOE	29	29	Mo' Life	29	29
30	31	31	30	30	30	DARYL HALL JOHN OATES	30	30	Do It For Love	30	30
31	31	31	31	31	31	ACEYALONE	31	31	Love & Hate	31	31
32	15	23	32	32	32	THE RIPPINGTONS FEATURING RUSS FREEMAN	32	32	Let It Ripp	32	32
33	21	21	33	33	33	STRUNG OUT	33	33	Live In A Dive	33	33
34	25	14	34	34	34	RICHARD THOMPSON	34	34	The Old Kit Bag	34	34
35	28	32	35	35	35	ANI DIFRANCO	35	35	Evolve	35	35
36	43	43	36	36	36	FIEND	36	36	Fiend Presents: Can I Burn?	36	36
37	32	36	37	37	37	TRANSPLANTS	37	37	Transplants	37	
38	35	33	38	38	38	PANCHO BARRAZA	38	38	Las Romanticas De Pancho Barraza	38	
39	34	30	39	39	39	DANIEL LANOZA	39	39	Shine	39	
40	37	35	40	40	40	SOUNDTRACK	40	40	Dysfunctional Family	40	
41	38	38	41	41	41	ARMOR FOR SLEEP	41	41	Dream To Make Believe	41	
42	30	29	42	42	42	LOUIE DEVITO	42	42	Dance Divas	42	
43	39	37	43	43	43	UL WYTE	43	43	Hypnotize Minds Presents: Doubt Me Now	43	
44	39	47	44	44	44	YO LA TENGHA	44	44	Summer Sun	44	
45	21	15	45	45	45	TAHAR HAWK	45	45	Mit Gas	45	
46	47	49	46	46	46	SUSAN TEDESCHI	46	46	Wait For Me	46	
47	50		47	47	47	ELECTRIC SIX	47	47	Fire	47	
48	46	46	48	48	48	JOHNNY VICIOUS	48	48	Ultra: Dance 03	48	
49	30	31	49	49	49	THE SOUNDS	49	49	Living In America	49	
50	42	48	50	50	50	THE POSTAL SERVICE	50	50	Give Up	50	

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LAST WEEK	TITLE	WEEKEND MOVIES		Artist
		THURSDAY	FRIDAY	
1	HEADSTON UNRATED	1	1	4 Weeks At Number 1 Tyrese
2	SEND THE PAIN HOME PG-13	2	2	Dr. Dre
3	SEVEN YEARS 'TIL NOW PG-13	3	3	The White Stripes
4	LIKE A STONE PG-13	4	4	Audrey Hepburn
5	SOMEWHERE I BELONG PG-13	5	5	Linkin Park
6	PRICE TO PLAY PG-13	6	6	Stand
7	HOW DO WE LIVE PG-13	7	7	Emancipation Fokker Paul Giamatti
8	TIMES LIKE THESE PG-13	8	8	For Lighter
9	STUPID GIRL PG-13	9	9	Colin
10	MINEVA PG-13	10	10	Deftones
11	GO WITH THE FLOW PG-13	11	11	Queen Of The Damned
12	JUST BECAUSE PG-13	12	12	Jimmy Anderson
13	DRIVEN UNDER PG-13	13	13	Seether
14	THESE THINGS PG-13	14	14	Radical
15	THE COT STOP PG-13	15	15	Red Hot Chili Peppers
16	BOTTOM OF A BOTTLE PG-13	16	16	Smile Empty Soul
17	FAINT PG-13	17	17	Linkin Park
18	DOSED PG-13	18	18	Red Hot Chili Peppers
19	SMITHY PG-13	19	19	Arbitrage
20	THE SCIENTIST PG-13	20	20	Coldplay
21	THE BOYS OF SUMMER PG-13	21	21	The Allman
22	SLEEPING AWAKE PG-13	22	22	Red Hot Chili Peppers
23	SMITHY PG-13	23	23	Arbitrage
24	CAUGHT IN THE RAIN PG-13	24	24	Beats
25	BANDAGES PG-13	25	25	Hot Hot Heat
26	THINK TWICE PG-13	26	26	Evil 6
27	THE ROAD TO ME PG-13	27	27	3 Doors Down
28	MORISCANE PG-13	28	28	Marvin Marlow
29	BLUE AND YELLOW PG-13	29	29	The Used
30	GUNS & NOT GUNS PG-13	30	30	404
31	THE HORIZON HAS BEEN DEFEATED PG-13	31	31	Jack Johnson
32	THE LAST SONG PG-13	32	32	The All-American Republics
33	THE HELL SONG PG-13	33	33	Sum 41
34	STRAIGHT OUT OF LINE PG-13	34	34	Gettonator
35	THE YOUNG AND THE HOPELESS PG-13	35	35	Glee
36	REST IN PIECES PG-13	36	36	Saliva
37	EVERYONE PG-13	37	37	Serotonin
38	OXYGEN'S GONE PG-13	38	38	De Frying
39	FLY FROM THE INSIDE PG-13	39	39	Shishoo
40	REMEMBER PG-13	40	40	Disturbed

JUNE 21
2003 **Billboard** ADULT CONTEMPORARY™

LAST WEEK	WEEKS ON CHART	ARTIST	SONG	ALBUM
		Arty	Arty	
		Northern	Northern	
		Blackout	Blackout	
		Radio	Radio	
		Systems	Systems	
		Artist	Artist	
		NUMBER 1	3 Weeks in Air	
1	1	DRIFT AWAY	Uncle Kracker Featuring Dobie Gray	
2	1	HAVE YOU EVER BEEN IN LOVE	Calvin Dene	
3	1	IF YOU'RE NOT THE ONE	Daniel Bledsoe	
4	1	THE GAME OF LOVE	Santana Featuring Michelle Branch	
5	1	BEAUTIFUL	Christina Aguilera	
6	1	CAN'T STOP LOVING YOU	Phil Collins	
7	1	CAN'T KNOW WHY	Norah Jones	
8	1	ONE	Faith Hill	
9	1	CRY	Faith Hill	
10	1	A THOUSAND MILES	Vanessa Carlton	
11	1	FOREVER AND FOR ALWAYS	Shania Twain	
12	1	HOLE IN THE WORLD	Eagles	
13	1	SOAK UP THE SUN	Sheryl Crow	
14	1	PEACEKEEPER	Flawhead Mac	
15	1	SUPERMAN (IT'S NOT EASY)	Five For Fighting	
16	1	BIG YELLOW TACTICS	Counting Crows Featuring Vanessa Carlton	
17	1	MAN ON A MISSION	Daryll Hall John Cates	
18	1	TRY IT ON MY OWN	Whiskey Houston	
19	1	PICTURE	Kid Rock Featuring Sheryl Crow	
20	1	UNWELL	matchbox twenty	
21	1	DON'T DREAM IT'S OVER	Stagnice Nove The Richter	
22	1	I DROVE ALL NIGHT	Calvin Dene	
23	1	I CAN ONLY IMAGINE	Merely	
24	1	I'M WITH YOU	Avril Lavigne	
25	1	DON'T WANNA TRY	Freddie J	
26	1	NO SIGN OF IT	Leslie Grant	
27	1	YOU'RE STILL YOUNG	Josh Grabin	
28	1	I HEARD IT THROUGH THE GRAPEVINE	Ruben Shalton	
29	1	DANCE WITH MY FATHER	Luifer Windson	
30	1	PLAYING WITHOUT WORDS	Ruben Shalton	

Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' Radio Traxx service. 106 mainstream rock stations, 96 modern rock stations, 31 adult contemporary stations and 97 adult Top 40 stations are electronically monitored 24 hours a day, 7 days a week. Top 40 Tracks is compiled from a national sample of Mainstream Top 40, Rhythmic Top 40 and Adult Top 40 stations. The 263 Top 40 tracks stations are electronically monitored 24 hours a day, 7 days a week. Top 40 Tracks awards bullets based on increase in audience impressions. On the remaining detection-based charts, tracks with increase in detections over the previous week are rewarded regardless of chart movement. A record which has been on the chart for more than 20 weeks will generally not be bullet, even if it registers an increase.

[illegible]

TOP 40 TRACKS			
LAST WEEK	THIS WEEK	TITLE	ARTIST
			W/ PROMOTION LABEL
1	1	BRING ME TO LIFE	POISON (REPUBLIC) (R)
2	3	POWER SLIPS FEATURING PAUL MCCOY	THE NOTORIOUS B.I.G. (A&M)
3	2	GET RUDY	THE NOTORIOUS B.I.G. (A&M)
4	4	ROCK YOUR BODY	THE NOTORIOUS B.I.G. (A&M)
5	5	UNWELL	UNWELL (JIVE)
6	6	21 QUESTIONS	UNWELL (JIVE)
7	7	IT'S YOUR TIME (FEATURING MARY MCELROY)	THE NOTORIOUS B.I.G. (A&M)
8	8	MISS YOUR MOUNTAIN	THE NOTORIOUS B.I.G. (A&M)
9	9	CONFESSION	THE NOTORIOUS B.I.G. (A&M)
10	10	I KNOW WHAT YOU WANT	THE NOTORIOUS B.I.G. (A&M)
11	11	POWER SLIPS (REWORK)	THE NOTORIOUS B.I.G. (A&M)
12	12	NO LETTING GO	THE NOTORIOUS B.I.G. (A&M)
13	13	FIGHTER	THE NOTORIOUS B.I.G. (A&M)
14	14	SHUT AWAY	THE NOTORIOUS B.I.G. (A&M)
15	15	IN DA CLUB	THE NOTORIOUS B.I.G. (A&M)
16	16	DOIN' MYNAMA TITY	THE NOTORIOUS B.I.G. (A&M)
17	17	MADGE	THE NOTORIOUS B.I.G. (A&M)
18	18	CAN'T LET YOU GO	THE NOTORIOUS B.I.G. (A&M)
19	19	WHY YOU HAPPY NOW?	THE NOTORIOUS B.I.G. (A&M)
20	20	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
21	21	ROCK WITH U (JIVE BABY)	THE NOTORIOUS B.I.G. (A&M)
22	22	IF YOU'RE NOT THE ONE	THE NOTORIOUS B.I.G. (A&M)
23	23	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
24	24	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
25	25	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
26	26	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
27	27	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
28	28	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
29	29	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
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31	31	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
32	32	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
33	33	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
34	34	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
35	35	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
36	36	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
37	37	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
38	38	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
39	39	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)
40	40	CRASH IN LOVE	THE NOTORIOUS B.I.G. (A&M)

33	FIGHTER ALANIS MORISSETTE	Cherise Anderson
34	LIGHTS OUT CAPOZI	Lisa Marie Presley
35	HOLE IN THE WORLD ONE	Enigma
37	SING ALONG BLUE MAN GROUP/PLAN	Blue Man Group Featuring Dave Matthews

below the top 20 (top 15 for AC and Adult Top 40) are removed from the chart after 26 weeks. Airpower awarded to

TouchTunes Digital Jukebox

14 Million Paid Plays a Month and Climbing.

SONG NAME	LABEL NAME	ARTIST	WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART
ROCK						
PICTURE (FEAT. SHEERYL CROW)	ATLANTIC	NO ROCK	1	1	1	12
COMBOY	ATLANTIC	NO ROCK	2	2	3	158
HOW YOU REMIND ME	ROCKAWAY	NICKELBACK	3	3	3	47
SAYS (LIVE)	ALBUMIN BROS	JAMES SCOTTY	4	7	7	4
SWEET HOME ALABAMA	MA	LYNNO SKYNYD	5	6	8	43
WALKING DEAD (LIVE)	GUTTEN RECORDS	THE CLOUT	6	5	6	43
YOU SHOOK ME ALL NIGHT LONG	ATLANTIC	ADGOC	7	9	9	74
ONLY 500 KINGS WAY AWAY	NO ROCK	NO ROCK	8	9	5	130
IN THE END	WARNER BROS	LININ PARK	9	4	4	36
SMOOTH (FEAT. ROCK THOMAS)	ARIST	SANTANA	10	10	10	159

POP						
GET THE PARTY STARTED	ARISTA	PINK	1	1	1	42
LANDSIDE	REPRISE	FLEETWOOD MAC	2	2	2	150
MUSIC	MADERON	MADONNA	3	5	5	101
BELIEVE	WARNER BROS	CHER	4	3	4	210
JUST LIKE A PILL	ARISTA	PINK	5	4	3	12
DON'T SPEAK	TRUMA	NO DOUBT	6	6	2	130
DANCING QUEEN	POLYCOM	ARISTA	7	7	8	204
HELLA GOOD	INTROSCOP	NO DOUBT	8	8	8	15
IF I HAD \$100,000	REPRISE	BAKEMAN LADIES	9	9	8	62
IN THE MIND	WARNER BROS	UNA MORRISON	10	10	10	3

R&B/RAP						
LET'S GET IT ON	NO ROCK	MARVIN GAYE	1	2	2	234
IT WASN'T ME (FEAT. DORIAN GUGU)	MA	SHAGGY	2	1	2	122
SPICE MAN (FEAT. LINA LAY)	ATLANTIC	EARTH	3	3	3	5
THE DOCK OF THE BAY	ATLANTIC	OTIS REDDING	4	5	4	145
ANGEL (FEAT. RAYMOND)	MA	SHAGGY	5	4	5	54
WHY'S GOING ON	NO ROCK	MARVIN GAYE	6	8	9	222
NO WOMAN NO CITY	ISLAND	BOB MARLEY	7	1	1	5
CLEANIN' OUT MY CLOSET	ATLANTIC	EARTH	8	6	8	10
LOVE YOURSELF	INTROSPECT	EMINEM	9	6	10	10
BECAUSE I GOT HIGH	UNIVERSAL RECORDS	IFROMAN	10	*	*	7

COUNTRY						
MAGNOLIAVILLE	MA	JIMMY BUFFETT	1	1	1	51
COPPERHEAD ROAD	MA	STEVE EARLE	2	2	2	234
FRIENDS IN LOW PLACES	CAPITO, NASHVILLE	GARTH BROOKS	3	3	3	57
RISE OF FIRE	MERCURY	JOHNNY CASH	4	4	4	4
LUNCHBASKET	ARIST	WAYLON JENNINGS	5	5	5	108
NEON MOUNTAIN	MA	BROOKS & DUNN	6	6	6	242
CRIMINAL MIND	MA	IRVING CLINE	7	8	8	10
MY MARIA	ARIST	BROOKS & DUNN	8	9	8	234
AMARELO BY MORNING	MA	TRICK PONY	9	7	9	42
POUR ME	WARNER BROS	TRICK PONY	10	NEW	NEW	1

LATIN						
CORAZON ESPANOL (FEAT. MANA)	ARIST	SANTANA	1	1	1	127
BALAMORIS	INTROSPECT	ENRIQUE IGLESIAS	2	2	2	188
LA BAMBOLA	WARNER BROS	LOS LOBOS	3	3	3	206
NO DOUBT REMIX (FEAT. LINA LAY)	ATLANTIC	SELENA	4	4	5	174
COMO LA FLECHA	MA	SELENA	5	4	5	174
QUANTO SAY GOODBYE	UNIVERSAL RECORDS	PULLINA RUBIO	6	8	7	4
CLAYDAN EN UN BAR	MA	SELENA	7	7	8	128
ME CAI DE LA NUBE	ING RECORDS	CORNELIO REYNA	8	6	9	78
HERNANDEZ	INTROSPECT	ENRIQUE IGLESIAS	9	9	6	4
NAGUAPASA	TRACONERA	WARNER BROS	10	NEW	NEW	1

INDIE						
THE DUAL WENT DOWN TO GEORGIA	BLUE WAVE	CHARLIE DANIELS	1	1	4	57
TRUCKIN' SINGLES	UNIVERSAL RECORDS	JOHNNY CASH	2	2	5	140
NO DOUBT REMIX	FAMILY	CREDENCE CLEARWATER REVIVAL	3	3	8	78
HAVE YOU BEEN THE HAWK	FAMILY	CREDENCE CLEARWATER REVIVAL	4	4	2	83
OH, PRETTY WOMAN	UNIVERSAL RECORDS	ROY ORBISON	5	6	9	4
DOWN ON THE CORNER	FAMILY	CREDENCE CLEARWATER REVIVAL	6	5	10	85
SMOOTH	SPINNY RECORDS	BAKEMAN LADIES	7	NEW	NEW	1
SMOOTH	SPINNY RECORDS	BAKEMAN LADIES	8	NEW	NEW	1
BEAT ON THE BAYOU	UNIVERSAL RECORDS	CREDENCE CLEARWATER REVIVAL	9	2	11	80
GET ME OFF	LA RECORDS	BAKEMAN LADIES	10	12	*	2

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MUSIC CORPORATION

JUNE 21 2003		Billboard		HOT 100 AIRPLAY™	
LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK
1	1	1	1	1	1
2	2	2	2	2	2
3	3	3	3	3	3
4	4	4	4	4	4
5	5	5	5	5	5
6	6	6	6	6	6
7	7	7	7	7	7
8	8	8	8	8	8
9	9	9	9	9	9
10	10	10	10	10	10
11	11	11	11	11	11
12	12	12	12	12	12
13	13	13	13	13	13
14	14	14	14	14	14
15	15	15	15	15	15
16	16	16	16	16	16
17	17	17	17	17	17
18	18	18	18	18	18
19	19	19	19	19	19
20	20	20	20	20	20
21	21	21	21	21	21
22	22	22	22	22	22
23	23	23	23	23	23
24	24	24	24	24	24
25	25	25	25	25	25
26	26	26	26	26	26
27	27	27	27	27	27
28	28	28	28	28	28
29	29	29	29	29	29
30	30	30	30	30	30
31	31	31	31	31	31
32	32	32	32	32	32
33	33	33	33	33	33
34	34	34	34	34	34
35	35	35	35	35	35
36	36	36	36	36	36
37	37	37	37	37	37
38	38	38	38	38	38
39	39	39	39	39	39
40	40	40	40	40	40
41	41	41	41	41	41
42	42	42	42	42	42
43	43	43	43	43	43
44	44	44	44	44	44
45	45	45	45	45	45
46	46	46	46	46	46
47	47	47	47	47	47
48	48	48	48	48	48
49	49	49	49	49	49
50	50	50	50	50	50

* Represents the greatest percentage increase. © 2003, All Rights Reserved. All rights reserved. Compiled from a national sample of activity reported by Nielsen SoundScan Data Systems. Radio tracks are based on 95% stations in the US. No. 100 is the last track on the chart. The chart is compiled weekly, 24 hours a day, 7 days a week. Songs are ranked by gross impressions, compiled by cross-referencing sales of copies with Airplay stations data. This data is used to compile the Hot 100.

JUNE 21 2003		Billboard		HOT 100 SINGLES SALES™	
LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK
1	1	1	1	1	1
2	2	2	2	2	2
3	3	3	3	3	3
4	4	4	4	4	4
5	5	5	5	5	5
6	6	6	6	6	6
7	7	7	7	7	7
8	8	8	8	8	8
9	9	9	9	9	9
10	10	10	10	10	10
11	11	11	11	11	11
12	12	12	12	12	12
13	13	13	13	13	13
14	14	14	14	14	14
15	15	15	15	15	15
16	16	16	16	16	16
17	17	17	17	17	17
18	18	18	18	18	18
19	19	19	19	19	19
20	20	20	20	20	20
21	21	21	21	21	21
22	22	22	22	22	22
23	23	23	23	23	23
24	24	24	24	24	24
25	25	25	25	25	25
26	26	26	26	26	26
27	27	27	27	27	27
28	28	28	28	28	28
29	29	29	29	29	29
30	30	30	30	30	30
31	31	31	31	31	31
32	32	32	32	32	32
33	33	33	33	33	33
34	34	34	34	34	34
35	35	35	35	35	35
36	36	36	36	36	36
37	37	37	37	37	37
38	38	38	38	38	38
39	39	39	39	39	39
40	40	40	40	40	40
41	41	41	41	41	41
42	42	42	42	42	42
43	43	43	43	43	43
44	44	44	44	44	44
45	45	45	45	45	45
46	46	46	46	46	46
47	47	47	47	47	47
48	48	48	48	48	48
49	49	49	49	49	49
50	50	50	50	50	50

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THIS WEEK	LAST WEEK	2 WKS. AGO	Nielsen Broadcast Data Systems		Nielsen SoundScan		PEAK POSITION	THIS WEEK	LAST WEEK	2 WKS. AGO	Nielsen SoundScan		PEAK POSITION
			TITLE	PRODUCER (SONGWRITER)	IMPRINT & NUMBER/PROMOTION LABEL	Artist					TITLE	PRODUCER (SONGWRITER)	
1	1		21 QUESTIONS ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	51	64	RED DIRT ROAD	Brooke & Dunn	51		
2	2		GET BUSY ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	52	56	STUCK ♫	Dustin Ortiz	52		
3	3		MAGIC STICK	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	53	—	IN THOSE JEANS	Ginuwine	53		
4	4		I KNOW YOU WANT ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	54	—	WHERE IS THE LOVE? ♫	Black Eyed Peas	54		
5	4		CAN'T LET YOU GO ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	55	58	SPEED	Black Eyed Peas	55		
6	5		BRING ME TO LIFE	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	56	79	LIKE GLUE ♫	Sean Paul	56		
7	13		CRIZING IN LOVE	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	57	44	IN LOVE WIT CHU ♫	On Beatz Featuring Chimp	57		
8	10		UNWELL	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	58	81	LIKE A PIMP ♫	David Banner Featuring Lil' Flip	58		
9	7		IGNITION ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	59	66	ALMOST HOME	Craig Morgan	59		
10	17		ROCK WIT U (JAWWW BABY) ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	60	29	SING FOR THE MOMENT	Enicman	60		
11	15		SO GONE ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	61	59	HEADSTRONG	Traut	61		
12	9		ROCK YOUR BODY	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	62	49	WHAT WOULD YOU DO? ♫	The Isley Brothers Featuring Ronald Isley	62		
13	10		WHEN I'M GONE	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	63	63	THE REMEDY (I WON'T WORRY)	Jason Mraz	63		
14	11		NO LETTING GO ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	64	69	THE LOVE SONG	Rick Ross	64		
15	17		DRIFT AWAY	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	65	53	SOMEWHERE I BELONG	Lukon Park	65		
16	16		SNAKE ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	66	71	I WANT YOU	Thalia Fatsis Featuring Fat Joe	66		
17	22		MISS INDEPENDENT	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	67	—	COME OVER	Aaliyah	67		
18	13		IN DA WILDCARD	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	68	—	CELEBRITY	Brad Paisley	68		
19	21		DON'T WANNA TRY ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	69	62	I WISH I WASN'T	Heather Housley	69		
20	23		PUT THAT WOMAN FIRST	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	70	67	HAVE YOU FORGOTTEN?	Darryl Worley	70		
21	18		PICTURE ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	71	—	SWING, SWING	The All-American Rejects	71		
22	26		IF YOU'RE NOT THE ONE ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	72	—	TELL ME SOMETHING BAD ABOUT TULSA	George Strait	72		
23	28		MY FRONT PORCH LOOKING IN	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	73	79	SENO THE PAIN BELOW	Cherelle	73		
24	20		FIGHTER	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	74	51	WHAT A BEAUTIFUL DAY	Chris Cagle	74		
25	27		BEER FOR MY HORSES	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	75	48	I CAN	Nas	75		
26	33		NEVER SCARED ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	76	89	FRONTIN' ♫	Phaunt featuring Jay-Z	76		
27	30		INTENTION ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	77	77	I LOVE YOU ♫	OneMill	77		
28	25		SAY YES	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	78	51	HILL YEAH ♫	Ginuwine Featuring Baby	78		
29	54		NEVER LEAVE YOU - UH OH, UH OOOH ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	79	68	BIG STAFF	Kenny Chesney	79		
30	35		LOVE YOU OUT LOUD	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	80	65	RAINING ON SUNDAY	Keith Urban	80		
31	45		RIGHT THURR ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	81	83	TIMES LIKE THESE	Joe Fajaleros	81		
32	39		STAY GONE ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	82	57	THE JUMP OFF ♫	Lil' Kim Featuring MC Cheeks	82		
33	26		HOW YOU WANNA ACT LIKE THAT	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	83	67	SHE'S MY KIND OF RAIN	Tina Turner	83		
34	37		CLOCKS	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	84	56	SEVEN NATION ARMY	The White Stripes	84		
35	38		LIKE A STONE	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	85	85	BREATHE ♫	the Central featuring Sean Paul	85		
36	32		I'M GLAD	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	86	—	HELP FOUR OUT THE RAIN (LACEY'S SONG) ♫	Buffy Jennings	86		
37	40		4 EVER ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	87	78	PRICE TO PLAY	Stacy	87		
38	48		ARE YOU HAPPY NOW? ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	88	94	STURD GIL ♫	Cold	88		
39	17		BEAUTIFUL ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	89	55	BEWARE OF THE BOYS (MUNDIA TO BACH KE) ♫	Puquib MC Featuring Jay-Z	89		
40	—		INTO YOU	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	90	—	WHAT I THINK I	Dieke Arvelles	90		
41	34		I BELIEVE	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	91	73	THAT'D BE ALRIGHT ♫	Alan Jackson	91		
42	31		THREE WOODEN CROSSES	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	92	87	STILL BALLIN	2Pac Featuring Tiki Dede	92		
43	46		PUMP IT UP ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	93	80	TAL VEZ	Bicky Martin	93		
44	72		ACT UP! ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	94	88	HOW YOU WANT THAT ♫	Loose featuring Kelly Rowland	94		
45	61		FOREVER AND FOR ALWAYS	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	95	82	CONCRETE ANGEL	Martina McBride	95		
46	52		BIG YELLOW TAXI	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	96	90	EMOTIONAL ROLLERCOASTER ♫	Vision Green	96		
47	65		CALLING ALL ANGELS	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	97	76	EXCUSE ME MISS ♫	Jay-Z	97		
48	51		FLIM ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	98	96	CAN'T STOP	Rad Hot Club featuring Lil' Flip	98		
49	61		GET LOW ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	99	73	TYT IF ON MY OWN ♫	Whizzy Naizon	99		
50	49		MISS YOU ♫	IMMORTAL JACKSON & RITZ (CAMERON) (CAMERON)	50 Cent Featuring Nate Dogg	1	100	95	FLIPSIDE ♫	Freeze featuring Feid Crack	100		

A Bite Of The Apple

Continued from page 3

independently distributed labels and free-standing, major-distributed imprints.

Indies estimate that representatives of between 80 and 100 labels were among 200 people who filled an auditorium at Apple's Cupertino, Calif., headquarters June 5 for a presentation on iTunes (see story, this page).

Thus far, iTunes has only featured content from the major labels. But that may change quickly.

IGNITING AN INDIE BOOM

With Apple reporting download sales of roughly a half-million tracks per week, excitement for iTunes is high in the indie sector.

"When they roll this out on PC, they're going to have all this independent product," says a representative of one prominent indie label, who declines to be identified. "It's also going to be the holiday season... It's going to be an explosion. We want to be a part of that."

Los Angeles-based Lakeshore Records and Delvan Records in San Francisco, among others, have already pledged to supply content to Apple.

Sources present at the meeting say the terms offered to the indies were identical to those granted to major-label participants: a 65%-35% split of proceeds from the 99-cent downloads, favoring the labels, with payments every month.

A host of other services are expected to court indies and majors in similar fashion in the near future.

Microsoft is already showcasing a demo of its service to the labels, according to a recent published report in the *Los Angeles Times*. Microsoft declined to comment.

AOL is reading a digital singles

program with integrated shopping functionality that is expected to bow in six to nine months.

Mtv.com and vhl.com, which are currently without a digital distribution partner, also expect to launch a commercial digital-music initiative this year.

Amazon, which sources say is looking into launching an à la carte store, has long maintained an interest in the download business.

Talk in the press of Amazon entering the market has been fueling concern on the rise since the bow of the iTunes service.

To date, the e-commerce giant has held back on a download store, citing concerns about the quality of the user experience with existing digital rights management rules.

Amazon declined to comment.

SALES RECORD

The rise in the development of pay-per-download services comes as sales of digital downloads through iTunes are stabilizing.

An attendee of Apple's recent presentation for potential indie label content partners says Apple reports that iTunes is now selling about 500,000 songs per week.

In its first full year, iTunes claimed it had sold more than 1 million downloads.

Apple also says it has sold more than 3.5 million songs through iTunes since the service launched in April.

In other chatter from the meeting, attendees at Apple reports that 45% of all songs have been bought as an album—which has helped the service sell more than 75% of the songs in its catalog at least once.

Apple also told attendees that 90% of sales through iTunes are one-click purchases, meaning consumers are storing their credit-card information on the service so they don't have to re-enter it with every purchase.

Companies targeting the PC market view the early performance of iTunes, which is only available to a limited segment of Apple computer users—as a potential sign of much larger demand there.

will still fall under the purview of IGA chairman Jimmy Iovine.

MCA came under Iovine's umbrella in mid-January after Boberg's departure. Boberg had reported to Universal Music Group (UMG) chairman Doug Morris, and UMG president CCOO Zach Horowitz.

A number of executives are poised to join the entity, according to sources. Fred Croshar, former GM of Maverick Records, is expected to come aboard in a high-level marketing capacity.

Also added to the label are Garnett March, former urban promotion executive at DreamWorks, who will head the R&B promo department, and former Interscope urban promo exec Chauncey Bell, who will be East Coast regional.

Among the top-level MCA staffers who are staying with the new Gampany and possibly may take on increased roles are senior VP of sales and marketing Jayne Simon, senior VP of business and legal affairs Jeffrey Harrison, and senior VP of publicity Lillian Matulis.

Indies Say They Like The Sound Of iTunes

Apple's iTunes Music Store is receiving high marks from independently distributed labels and free-standing, major-distributed imprints that have been briding on the service.

Apple is looking to add music from indie labels to iTunes. It currently only has wholesaler agreements with the majors.

Apple chief executive Steve Jobs, the key figure in selling the iTunes concept to the majors, is taking a similar approach in the pitch to the independent community.

Jobs, senior director, office of the CEO James Higa; and other top company execs hosted a 2½-hour presentation June 5 outlining iTunes for an estimated 80-plus labels, according to meeting attendees. Other guests included reps from technology firms and such industry organizations as the Americana Music Assn. and the Future of Music Coalition.

The independent sector is no stranger to digital distribution. Independent label content is distributed through services such as Liquid Audio, Emusic, and listen.com.

But Apple is not offering any upfront money for participation in its service—a motivator for indie label participation in digital distribution offerings.

All the attendees polled by *Billboard* expressed enthusiasm for the iTunes system.

Indie-label observers who attended the demonstration praise the iTunes system for its one-click ease of use, its egalitarian treatment of content (no payment for positioning or banner advertising is allowed), its attempt to supply a comprehensive offering, its emphasis on exclusive tracks, and the freedom of use it affords consumers.

Brian McNellis, VP/GM of Los Angeles-based Lakeshore Records, says, "I went up there lukewarm about iTunes. But, he adds, "I drove back from there, and it's this hour drive, and all the way back I felt like the top of my head had been unscrewed."

McNellis says Lakeshore has already signed its Apple

contract to supply music to iTunes.

"This thing, it's more addictive than crack, and it's easier to use," McNellis says. "I see people who haven't bought music in two years spending 200 bucks a month on music... When iTunes drops on Windows, it's all over."

Derik Sivers, whose online store, CD Baby, sells self-released albums by 38,000 artists, says the iTunes store "was only mildly impressive until I bought a couple of tracks. That's when you realize the magic of the one-click... It's amazing. It's so easy."

Sivers continues, "To me, the singularly most important thing was, 'We won't ever sell our space on iTunes.' Jobs said, 'Will we ever know ourselves out? No.'"

Benjamin van der Wel, president of Delvan Records in San Francisco, will also supply content to Apple.

"We've been waiting for a couple of years for someone to come up with a system like this that really works," van der Wel says. "This is going to sell a tremendous amount of music."

Stephen Levey, president of Moonshine Music in L.A., says the iTunes store is "so far ahead of the game—even stuff that Kazaa promises to be, they deliver it."

While some majors are billing iTunes as an "experiment" because of minimal restrictions on consumers' ability to copy tracks they buy through the service, the indie labels are not voicing the same reservations.

Levey expresses no concern about the liberal use that iTunes allows. "I see it as being just another format. You can play pretty fast and loose with a CD right now. The premise they're operating on is that 90% of the people out there are honest... They're essentially treating the audience like they're adults."

Nancy Quinn, senior director of artist development at BMG-distributed Dualtone Records in Nashville, says, "We're very much looking forward to becoming a part of iTunes... [It's] legal, subscription-free, easy to use, every-body gets paid. There's finally a viable option for digital music consumers."

CHRIS MORRIS AND BRIAN GARITY



MCA Braces For Merger With Geffen

Continued from page 3

merger, and the long-expected rumors of Scher as the new operation's head, have not been made but are expected soon. The MCA brand will disappear under the new structure, sources say, although MCA Nashville will retain its name and remain a separate entity under Luke Lewis.

A picture of the new company is emerging. The new Geffen, which remains part of the Interscope Geffen A&M (IGA) family, will be a stand-alone label with its own A&R, marketing, and promotion staffs. It will share some services with the other IGA labels

Some artist managers say they have expectations for the new entity that weren't met by MCA.

Roots manager Richard Nichols stresses that the Roots rely much more on touring than record sales but adds that he hopes his act gets more attention than it did under the previous regime.

"They spent a lot of money on a lot of different projects, and it wasn't effective," Nichols says. "Some bands were underfinanced, and that's where the Roots fit. The Roots want to sell records, and, hopefully, we'll get the tools from them to do it."

Live manager Kurfirst has similar expectations, saying he hopes the new company "learns to become artist friendly... I didn't think MCA could very well."

One source says the transition period from Boberg's departure until now has been rocky. "Once Jay was gone, there was a certain amount of people who were fearful, and that kind of fear is paralyzing. For this to

finally be happening is a big relief."

However, both Nugent and Wayne Isaak, manager of New MCA band Fiction Plane, have nothing but praise for the label.

"Even though a lot of staffers were waiting for the next shoe to fall at MCA, I found them extremely helpful," Isaak says. "We got a chance to tour and play shows, meet radio and retail; the publicity effort was strong. I'm sorry for the people who are leaving, but Jordan Schur has a tremendous track record as a guy who can break rock artists, and that's what Fiction Plane needs."

Scher inherits a struggling label, though it has a number of commercial strengths. The roster includes R&B powerhouse Mary J. Blige and pop/punk rockers Blink-182, but the only current MCA act in the top 10 of the *Billboard* 200 is Live, whose *Radiocadeo/MCA album, Birds of Prey*, is No. 88 this issue. The Roots' *Phrenology* is No. 120, and new Drive-Thru-MCA act Finch stands at No. 134 with *What It Is to Burn*.

MCA's current album market share, according to Nielsen SoundScan, is 1.87% for 2003 year-to-date. Its overall market share, including catalog, is 2.21%.

Among the departing staffers are senior VP of promotion Craig Lambert, who had run MCA since Boberg's departure; CFO Paul Weinstein; VP of sales Mike Regan; and VP of marketing Jeremy Hammond.

One of the hardest-hit divisions was MCA's A&R department; the only remaining staffers are A&R execs Joel Mark and Charlie Adams. The high-profile departures include senior VP of A&R Gary Ashley and VPs Tom Sarig, Marc Nathan, and Hans Padellaro.

IGA representatives declined to comment on the changes but issued a statement June 9. It stated, "We have begun a restructuring process at MCA Records. Further details about the structure and staffing of the label will be announced shortly. We are grateful for the contributions made by the employees affected by these changes."

Glastonbury Evades Extinction

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"When we've done that, we'll know we're good for the next year as well, and I have no reason to think that we won't. I can't become complacent. Just because there's demand, it doesn't mean to say we can lessen the offering a little bit."

This year's lineup, with such headlining acts as R.E.M., Radiohead, Moby, and Fatboy Slim, helped move all 112,000 tickets within 18 hours.

"To be invited back to play at Glastonbury is a nod in the direction of one's credibility and sense of honor," says singer/songwriter Steve Harley, who enjoyed a string of U.K. hits on EMI in the mid-'70s fronting glam-rock act Cockney Rebel.

This year is Harley's second appearance on the bill. He tells *Billboard* he feels "privileged because I'm not in the charts, and this is my 30th year in the business."

Harley describes the event, at which he first performed during the notoriously muddy Glastonbury 1997, as "basically like having Woodstock once every year."

Glastonbury's ability to regularly pull some of the biggest acts on the planet underpins its perception as a beacon on the international festival calendar. But activities running parallel to the event had, according to some locals, burned too brightly in the past few years.

Late last year, a particularly vocal sector of residents of Somerset in the west of England made it quite clear that they no longer wished their area to host the event. Those issues arose from the pres-



ence of "about 200-300 ticket touts and general scallywags" in the districts surrounding Glastonbury, Benn explains.

On Dec. 12, the Regulatory Board of Mendip District Council refused an entertainment license for the 2003 Glastonbury Festival after its Council Chamber heard a catalog of concerns relating to the event's impact on the site at Worthy Farm, Pilton, and its surrounding areas.

Studies Urge Targeting Adults

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consumers age, they are less influenced by radio and more likely to find new music while browsing in stores. Additionally, only 4% of music buyers older than 36 said their purchases are influenced by advertising.

"It makes sense for record labels and

"We came up against some die-hard anti's," Glastonbury founder and organizer Michael Eavis says. That obstacle, though hurdled, did come as a surprise to those involved with Glastonbury.

"It was a bit of a curve ball," Benn says. "Some of the issues outside of the festival could certainly have been better. The villagers of Pilton were subject to an awful lot of unpleasantness last year."

This year, focus is on "either trying to dissuade [that crowd] from coming and participating, and if not, then making sure we are monitoring their movements and that we're ensuring that overall, what they do doesn't impact and make the village fearful of them," Benn says.

A robust security force is to be deployed in the surrounding areas to deal with those problem crowds.

Looking ahead, organizers are discussing the task of boosting the numbers. Benn says it will be hard, but he wants to grow attendance incrementally.

The move comes after Eavis' organization agreed to a controver-

retailers to revisit marketing and advertising plans, to reach the eyes and ears of older consumers," Crumpnick says.

Projections of music sales for the next five years, however, suggest older consumers will increasingly find a limited selection, according to another study by PricewaterhouseCoopers (PwC).

For one, music distribution is shifting to the Internet, where older consumers are less likely to go for music, according to Stefanie Kane, a partner in PwC's entertainment and media group.

PwC released on June 11 *Entertainment and Media Outlook: 2003-2007*, its annual five-year forecast of trends in the business of music, movies, and other media.

PwC projects that the U.S. digital music market will grow to \$1.7 billion in 2007 from a projected \$44 million in 2003.

sial marriage in early 2002 with Vince Power's acquisitive Mean Fiddler Music Group, the latter agreeing to deliver operational management in exchange for a 20% stake in Glastonbury.

Some Glastonbury traditionalists disliked Eavis' new alliance. "Last year was difficult," Benn explains. "I wouldn't have said that myself, but there was a lot of suspicion that I would want to change the festival



Further exacerbating this situation is the increasing dominance of traditional music sales by mass merchants, who reserve less room for the non-hit records generally favored by older consumers.

PwC cites RIAA figures showing mass merchants with close to 45% of U.S. music sales in 2002, compared with record stores' 40%.

Mass merchants "prevent unknown or developing artists from getting much-needed exposure," PwC notes in the outlook. "Over time, the result will be a growing reliance on established stars but less fresh music, as well as a weaker back catalog."

Overall, PwC sees U.S. music sales, which include albums, singles, music videos, and digitally distributed music—declining at a 0.3% compound annual rate during the next five

years, from \$12.63 billion in 2002 to a projected \$12.45 billion in 2007.

Sales of physical albums will drop at a compound annual rate of 2.5% during the next five years to \$10.29 billion in 2007. Meanwhile, sales of digitally distributed music will rise at a projected compound annual rate of 16.2%.

PwC pins the decline in the overall market on CD burning and file sharing, as well as the rapid growth in recent years of the videogame and DVD markets.

The professional-services firm also warns that the increasing share of music sales held by mass merchants "will impact on the availability of catalog product and make it more difficult for new artists to be developed, in the process further limiting the market potential for recorded music."

Bowie's Back After A Long Hiatus

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Entertainment (CCE) will produce the tour worldwide.

The tour will support a new Columbia release set for September, which is also the month U.S. tickets will first go on sale. European on-sales begin the weekend of June 20, with the Dandy Warhols as support.

Bowie will play 30 arenas in Europe. North American dates are tentatively set to begin Dec. 4, and run through January. In the U.S., he will play a combination of full arenas,

large theaters, and theater configurations in arenas, depending on Bowie's history in a given market, according to Arthur Fogel, president of touring for CCE's music division.

"This is really his first major worldwide tour in over a decade," Fogel says. "He did a handful of markets on Area2 last year, and he has done select shows here and there, but he hasn't done a world tour in more than 10 years."

The tour will visit 17 countries throughout six or seven months, including Bowie's first trip Down Under since the late 1980s.

Recent live performances appear to have stoked Bowie's fire for performing live.

"Last year's shows were such a tremendous high and the audiences so responsive," he tells *Billboard*. "My hand is playing at the top of its form right now, and it would be foolish not to play a tour this year while we're in such good spirits about the live-show aspects of our touring."

Bowie's working band is guitarists Gerry Leonard and Earl Slick, drum-



mer Sterling Campbell, bassist/backing vocalist Gail Ann Dorsey, keyboardist Mike Carson, and keyboardist/backing vocalist Catherine Russell.

The tour manager is longtime Bowie associate Frank Enfield. His manager is Bill Zysblat.

Fogel has worked with Bowie since the serious Moonlight year in 1983 and has produced Bowie worldwide since the 1990 Sound and Vision tour. He tells *Billboard* that the set list, while not a "greatest-hits" retrospective, will likely include favorites from throughout Bowie's career, with an emphasis on newer material.

That is the way recent live performances have played out, despite a stated intention by the artist to abandon his earlier material in concert. As Bowie told *Billboard* in a recent interview, "I keep going back on that."

Bowie's recent live performances have been critically acclaimed. But his inclusion on the Area2 bill did not have the desired box-office impact. Twelve Area shows reported to *Billboard* Boxscore last year grossed \$4.7 million and drew just 122,663, down significantly from the previous year.

A likely explanation for Bowie's lack

of clout on Area2 is that hardcore Bowie fans would prefer seeing the artist in a stand-alone headlining situation, as opposed to a limited set on a multi-act festival.

Bowie was a stadium-level act in 1987 on his Glass Spider tour. It grossed about \$20 million (the third-best for that year), with tickets priced at less than \$25.

This time out, because Bowie is performing in an intimate venue, he should be able to command a higher price, Fogel says ticket prices are still being determined, "but David Bowie has never gone nuts with ticket prices. We're probably looking to average about \$50 in most markets."

Bowie had stated a desire to scale back his touring, at least in terms of magnitude.

"I got pretty sick with touring in the 1980s—the Serious Moonlight and Glass Spider tours were major, major undertakings," Bowie told *Billboard* last year. "They are so huge and unwieldy—I stopped doing those type [of] tours altogether."

Defecting Has Appeal For Cuban Artists

Continued from page 7

his way to Miami after his release. But political issues, he said, including jail time for a dissident uncle, "affect my career."

"Cuba is a country that's a major producer of talent, but with the exception of [jazz artists/defectors] Arturo Sandoval or Gonzalo Rubalcaba in their genre, not much has happened in the U.S. saleswise," says Edie Fernández, VP of A&R for Universal Music Latino.

"Perhaps it's because jazz is a more faithful and discerning subgenre. But Cuba and the U.S. are two different worlds, and popular music hasn't transcended."

But ironically, when a Cuban music style makes it to the States—as it did initially with chanteuse Albina and later with Compay Segundo and the Buena Vista Social Club gang (who have not defected)—it's happened with artists who were never successful in Cuba.

"There is no one formula," says Daris Fernández, the representative of the Spanish Authors and Publishers Society (SGAE) in Cuba. "In Cuba, there is almost no organized marketing of the kind created by competition, which practically

doesn't exist... So artists like Manolín and Carlos Manuel, who are talented at marketing themselves and their careers, become very 'famous' in Cuba."

"But that fame doesn't transcend outside Cuba," Fernández says. "Or it does so only in the measure that tourists and the few promoters that go through Cuba can make it transcend." But the artists want more.

While the U.S. offers new freedoms, the artist must forgo the government financial support they may have enjoyed in Cuba.

"It's tougher," Fernández says. She notes that even a 30-year-old artist may be seen as too old for a U.S. label to take a chance on.

Hugo Cancio, the Miami-based president of Cioacan Music, which recently released Carlos Manuel's album *Enamorado*, is more optimistic.

"He's the most popular artist in Cuba. There's nothing else he can do, career-wise," says Cancio, who is aiming for Spanish radio airplay with the album's title track.

The track, Carlos Manuel says, is more commercial than his Cuban timba sound he has long espoused and which gets practically no airplay on U.S. stations.

"I was already changing my sound, and if I have to change even more to gain the respect of the audience, I'll do it," he says.

Beyond radio, Carlos Manuel's decision to receive widespread attention, both from Spanish- and English-language media.

"Immediately, all the doors are being opened," Cancio says. "That's all he needed, all he wanted. As he said, 'Imagine a track race where there's no finish line.' In Cuba, I was watching from far away."

Carlos Manuel, however, had already had some international exposure and even toured the U.S. eight months ago. He was signed to Palm, which released his album *Melo Contidid* in the U.S. in 2001. But the album did not do well, in part because Carlos Manuel was not available to promote it.

When Palm dropped Carlos Manuel, Cancio picked him up, unaware of the artist's thoughts of defection.

Coincidentally, Cancio had also released a live album by Manolín, *El Puente*, which he had recorded immediately after his defection.

Since then, Manolín has been picked up by BMG U.S. Latin. This spring he released an album of pop material. Its impact in the market is so far unknown.

But the path to a major-label deal, Manolín cautions, has not been easy. In his case, he recorded a demo and shopped it around like any other fledgling act.

"You have to start from zero," he says. "In Cuba, there's a paternalistic system, and either the government supports you or doesn't. Here, it all depends on your talent and knowing what doors to knock on. And not all Cuban musicians are used to that."

Manolín ultimately fell out of favor with the government for speaking his mind. His music had been banned from radio and TV. Though he says he was well off economically, he simply was not happy anymore.

Economics are not an issue for Carlos Manuel either. As a popular artist, he lived very well, by Cuban standards.

But artists that remain in Cuba



may see their livelihoods affected, especially now that many countries, including those in the European Union, have instituted sanctions against Cuba for its treatment of dissidents.

"Cuba is living in an especially complicated political moment—one of significant isolation," SGAE's Fernández says. "When the political issues come forth, like now, it's harder to get tours and promoters outside of Cuba. And inside, it's harder to get your travel papers in order."

According to Manolín, diminishing opportunities in Europe could seriously affect the pocketbooks of many Cuban acts. But tighter visa regulations for U.S. travel, Fernández says, have a greater emotional than economic impact.

"Very few acts have a regular U.S. tour circuit, and what they're paid is mostly stipends that don't make anyone rich," she says. "What is tough for them is not being able to play for an audience that they respect and dream of performing for."

UMVD Nearly Doubles Latin Share

Continued from page 8

domestic market base.

"When you walk in as a label, and Latin music in the big scheme of things only represents 5% of the overall sales, you already get little attention as it is," López says. "If you walk in there as a cousin of the [distribution] company instead of a brother or sister, as a sales rep, it's harder."

That fact has not been lost on other distributors, notably WEA, which also switched to a similar model four years ago. But while WEA does not distribute additional Latin labels—a factor in its smaller market share—UMVD has.

And they are huge.

So huge that by December 2002,

when it signed its distribution deal with Fonovisa, UMVD had already doubled its Latin field staff, from eight to 16 people, making it the largest serving the Latin market in the country.

By then, UMVD had proved its worth in distributing labels other than its Universal Music Latino and its newly acquired RMM Records.

Regional Mexican indie Disa, for example (of which Univision owns 50%), had seen its sales explode under UMVD distribution. The sales have been greatly helped by Univision TV campaigns.

Forking over Fonovisa, which had its own distribution, was still a leap of faith for Univision, given that its market share was already between 10% and 12%. But the label was under-represented in many domestic accounts and absent from others, including Tower Records.

"For me, this is a watershed moment," said Zach Horowitz, president/COO of Universal Music Group, at the time the deal was signed.

So far, the results have been positive. In this issue's Top Latin Albums chart, for instance, three of the top 10 titles belong to Fonovisa, more than any other label.

Six titles fall under the UMG umbrella, and seven out of the top

10 are UMVD-distributed.

Five of those titles are newly created compilations, part of a trend among Latin labels. And because the sales possibilities with catalog material are so obvious, UMVD has added two reps to its staff. Based in Minneapolis and in Detroit, their sole responsibility is to work catalog.

"We're trying to get Fonovisa back

where it should be," López says. "There are older titles that deserve to be in the browsers, and it's very hard to get them back in once they've been out. And these are titles that can sell 30 to 40 pieces a week. So, slowly but surely, we're trying to build our catalog."

All of this has resulted in a bigger-than-ever presence of Latin music in domestic accounts and in mass merchants.

The Handlenme Co., for example, which stocks all Kmart and one-third of all Wal-Mart, currently has an average of 2,000 Latin titles in about one-third of its stores. That is up from a "negligible" number of stores 10 years ago.

As a result, annual sales of Latin product for Handlenme grew by 30% in 2000 and by 6% in 2001 as the number of stores stabilized.

The shift to more mainstream retailers is reflected in Nielsen SoundScan numbers, which are far more upbeat than figures collected by the Recording Industry Assn. of America (RIAA).

Last year, about 19.5 million Spanish-language records were sold, down about 4% from the 20.3 million sold the year before, according to Nielsen SoundScan.

In contrast, the RIAA reported a 16% drop in Latin shipments last year.



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Gearing Snags Lee's Country Title

MUSICAL YOUTH: For slightly more than 46 years, Brenda Lee has held the record as the youngest female singer to chart on Hot Country Singles & Tracks. Born Brenda Mae Tarpley on Dec. 11, 1944, Lee was 12 years, three months, and four weeks old when she made her first appearance on the survey with "One Step at a Time." That single entered the chart the week of April 6, 1957, and peaked at No. 15.

Lee loses her crown this issue to an artist who is only slightly younger. Ashley Gearing debuts at No. 57 with "Can You Hear Me When I Talk to You" (Lyric

**Chart
Beat**

By Fred Bronson
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Street). Gearing was born May 15, 1991, making her 12 years, one month, and one week old.

Gearing is not the youngest artist to ever chart, however. That achievement belongs to Billy Gilman. The Rhode Island native was born May 24, 1988, and celebrated his 12th birthday by making his first appearance on the country tally the issue of May 27, 2000, with "One Voice."

'FIVE O'CLOCK WORLD: There's another newsworthy debut on Hot Country Singles & Tracks. Hot Shot Debut honors go to Alan Jackson & Jimmy Buffett, teamed on "It's Five O'Clock Somewhere" (Arista). The song is new at No. 31 and is Buffett's first appearance on this chart since another collaboration with Jackson, their version of Buffett's "Margheritaville" went to No. 74 the issue of July 15, 2000.

Buffett recently celebrated the 30th anniversary of his debut on the country chart. "The Great Filling Station Holiday" marked his initial entry when it entered the list the week of May 12, 1973. The song peaked at No. 58.

HOT LANTIC: Atlantic has two of the top three titles on The Billboard Hot 100. Sean Paul's "Get Busy" (VP/Atlantic) holds at No. 2, while "Magic Stick" (Queen Bee/Atlantic) by Lil' Kim Featuring 50 Cent climbs 5-3. It's the first time Atlantic has held two of the top three since the week of March 31, 1990, when "Black Velvet" by Alannah Myles was No. 1 and "I Wish It Would Rain Down" by Phil Collins was No. 3. With Matchbox Twenty's "Unwell" (Atlantic) moving 10-8, Atlantic has three songs in the top 10 for the first time since the week of June 7, 1997, when Mark Morrisson, Jewel, and Changing Faces were all in the top 10.

BETCHA WONDERING: It's a classic Motown tune, but Norman Whitfield and Barrett Strong's "I Heard It Through the Grapevine" has never appeared on the Adult Contemporary chart—until this issue.

The song debuts at No. 28 courtesy of Michael McDonald, who makes his first AC appearance since October 1993, when "I Stand for You" peaked at No. 21. McDonald's new song appears, appropriately, on the Motown label.

More Fred Bronson each week at www.billboard.com.



President Berk, right, chats with friend and 1961 Berklee alumnus Art Madon

Lee Berk: Looking Back

Lee Berk will retire from the Berklee College of Music in June 2004 after 38 years of working with the Boston-based institution. A quarter of a century of that was spent as its president. But Berk says that as the son of the school's founder, "I've been involved with Berklee all my life."

Berk studied piano in his youth, "but at an amateur level," he says. "All of my work has been administrative. We have 3,700 full-time students and a faculty of 400."

"Thank God Berklee hasn't needed my musical gifts," he jokes. "But I have been able to help out in a few other areas."

After getting his law degree at Boston University, Berk stuck around in Boston to help out with the family business.

Berklee was moving from a small townhouse on Newbury Street and trying to become an accredited college. "We were going through all of these tremendous changes, and my father asked me to come in and lend a hand," Berk says. "So I did, and I've been here ever since."

Berk developed and taught a course in legal protection for musicians. "It ultimately became one of our most popular majors—music business and management," he says.

Berk has a wealth of wonderful memories from his years with the college, such as when Berklee awarded its first honorary degree at its first graduation ceremony. Duke Ellington was the recipient.

Berk remembers Ellington as an eloquent speaker. At the reception afterward, "a piano was somewhat strategically made available, and he sat down and he serenaded everyone there."

Berklee itself has had a role in Berklee commencements through the scholarship launched in 1995 to honor this publication's 100th anniversary and Berklee's 50th.

Late editor in chief Timothy White, a Boston resident, would present the scholarship, Berk recalls. "When he stood up in front of the audience at the commencement concert and offered his remarks, it was like getting a compressed commencement address."

Berk is particularly touched by the impact of Berklee's newest major: music therapy. The college has placed students with many of Boston's major teaching hospitals.

Berk says, "I am moved by just being in the rooms where our student interns and practicum students are administering music therapy to cancer patients, for example, or people with Alzheimer's or other disabilities, or working with young infants who are in the hospitals."

He says it is a "transformational experience to see the wonderful impact of music therapy and how it pulls them right away from the preoccupation and focus on ill health toward a whole different space and place."

Although it is less than a decade old, the music therapy program is already illustrating the power of music, Berk believes that is what makes Berklee College of Music important.

"The fact is that contemporary music is one of the most democratic forces on the face of the planet," Berk says. "It's almost the ultimate means through which people of all different denominations and beliefs and identities come together to share and enjoy passionate experiences."

"What results from that is a better world where people are more accepting of each other and value each other. Ultimately, that is the most important contribution that Berklee is making to society and one that society really should value more."

MARC SCHIFFMAN



Peer Group

A celebration for Peermusic's 75th anniversary was held recently at the Peer mansion in Los Angeles for more than 200 guests, including Peermusic writers, music execs, and Peermusic staffers. Among the event's pride and joy are, from left, Grammy Award-winning Peermusic writer David Foster, Peermusic U.S. president Kathy Spanberger, Elizabeth W. Peer, BMI president/CEO Frances Preston, and Peermusic chairman/CEO Ralph Peer. Receptions took place simultaneously in New York, Nashville, Miami, and Peer's 27 other offices worldwide.



Start Your Engines!

Republic/Universal recording act 3 Doors Down (3DD), along with 2002 NASCAR Winston Cup champion Tony Stewart and racing star Dale Earnhardt Jr., unveiled the official No. 8 NASCAR Busch Series show car featuring the 3DD paint scheme at the Chevy Rock & Roll Museum exhibit in Charlotte, N.C. Stewart will drive the car, which Earnhardt co-owns. In an Aug. 16 race, both Stewart and Earnhardt are featured in the band's video clip for new single "The Road I'm On." Plictured, from left, are 3DD's Chris Henderson and Todd Harrell, Stewart, 3DD's Matt Roberts, Earnhardt, and 3DD's Daniel Adair and Brad Arnold.

RIM SHOTS by Mark Parisi



600,000 SPINS

The Way You Love Me/ Faith Hill /WARNER BROS.
Everything You Want/ Vertical Horizon /RCA

500,000 SPINS

I Will Remember You/ Sarah McLachlan /ARISTA
Someday/ Sugar Ray /LAVA/ATLANTIC

300,000 SPINS

No Such Thing/ John Mayer /AWARE/COLUMBIA
The Game of Love/ Santana Feat. Michelle Branch /ARISTA
All You Wanted/ Michelle Branch /MAVERICK
South Side/ Moby /V2

200,000 SPINS

Ignition/ R. Kelly /JIVE
Miss You/ Aaliyah /BLACKGROUND/UNIVERSAL
Schism/ Tool /VOLCANO
Hey Ma/ Cam'ron Feat. Juelz Santana /ROC-A-FELLA
7 Days/ Craig David /ATLANTIC
We Danced/ Brad Paisley /ARISTA
Here Is Gone/ Goo Goo Dolls /WARNER BROS.

100,000 SPINS

Get Busy/ Sean Paul /ATLANTIC
Like A Stone/ Audioslave /EPIC
Rock Your Body/ Justin Timberlake /JIVE
Beautiful/ Snoop Dog /PRIORITY/CAPITOL
I Know What You Want/ Busta Rhymes Feat. Mariah Carey & The Flipmode Squad /J
Unwell/ Matchbox Twenty /ATLANTIC
Brokenheartsville/ Joe Nichols /UNIVERSAL SOUTH
21 Questions/ 50 Cent Feat. Nate Dogg /INTERSCOPE
Can't Let You Go/ Fabolous Feat. Lil Mo & Mike Shor /ELEKTRA
Hell Yeah/ Glnuwine /EPIC
Sick Of Being Lonely/ Field Mob /MCA
Big Yellow Taxi/ Counting Crows /GEFFEN
Headstrong/ Trapt /WARNER BROS.
Superman/ Eminem /INTERSCOPE
Sweetness/ Jimmy Eat World /DREAMWORKS
Young'n (Holla Back)/ Fabolous /DESERT STORM/ELEKTRA

50,000 SPINS

Drift Away/ Uncle Kracker /LAVA
Three Wooden Crosses/ Randy Travis /WORD/CURB/WARNER BROS.
Love You Out Loud/ Rascal Flatts /LYRIC STREET
Fighter/ Christina Aguilera /RCA
Swing Swing/ All-American Rejects /DREAMWORKS
Send The Pain Below/ Chevelle /EPIC
The Remedy (I Don't Worry)/ Jason Mraz /ELEKTRA
Emotional Rollercoaster/ Vivian Green /COLUMBIA
Stuck/ Stacie Orrico /VIRGIN
The Love Song/ Jeff Bates /RCA
Misunderstood/ Bon Jovi /ISLAND
Say Yes/ Floetry /DREAMWORKS
Girlfriend/ B2K /EPIC
Entra En Mi Vida/ Sin Bandera /SONY DISCOS
Innocent/ Our Lady Peace /COLUMBIA
Why Georgia/ John Mayer /AWARE/COLUMBIA

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